

What's the Matter with the Packing Business? Discussed in this Issue

Vol. 67

THE

No. 11

NATIONAL PROVISIONER

CHICAGO AND NEW YORK

[Trade Mark Registered U. S. Patent Office.]

SEPTEMBER 9, 1922

Published every Saturday by the Food Trade Publishing Co., Old Colony Bldg., Chicago, Ill.
Entered as second-class matter, Oct. 8, 1919, at the postoffice at Chicago, Ill., under the act of March 3, 1879.
Subscription Price: United States, \$3.00; Canada, \$4.00; All Foreign Countries in Postal Union, \$5.00.

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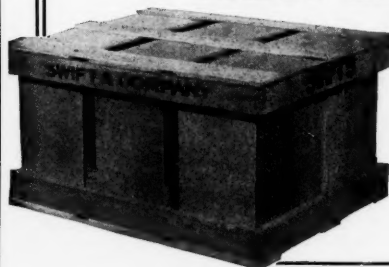
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Note: Cleaned Hog on Conveyor ready to drop on the table. Others follow every two feet.

THE NATIONAL PROVISIONER

[Trade Mark Registered U. S. Patent Office.]

OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION
PUBLISHED EVERY SATURDAY

Entered as second-class matter at the postoffice at Chicago, Ill., under the act of March, 1879.

Vol. 67.

Chicago and New York, September 9, 1922.

No. 11.

What's the Matter with the Packing Business?

"It Is What We Don't Know That Hurts Us," Says a Forward-Looking Packer

(EDITOR'S NOTE.—The following communication comes to THE NATIONAL PROVISIONER from a packer whose name is well known and whose reputation for common-sense and progressiveness is second to none. It deals with a topic which is foremost in the mind of every packer today. THE NATIONAL PROVISIONER is glad to commend it to the attention and consideration of every member of the industry.)

Editor The National Provisioner,
Chicago, Ill.
Sir:

For some time my chief worry has been the speculative hazard of the packing business. Not only is this speculative hazard the cause of the many gray and bald heads in the industry, but it is expensive to producer, packer and consumer alike.

The ever-changing prices make it impossible for the farmer to figure that he can get a certain number of bushels of corn to the acre; that so much feed is required for a hundred pounds of hog meat, which ought to net him a certain price. He cannot reduce his operations to a cost-finding business basis.

We all know the packer's view-point.

The consumer must always pay on the basis of high costs, because the retailer cannot change his prices with every market fluctuation, and, of course, must allow for a certain margin of profit.

What is the remedy?

At first thought, we have the Chicago provision market. It is known to us all. If each of us should refuse to sell to the trade at less than the known market, plus the expenses involved, and if each of us should decline to kill hogs when the Chicago market on the cuts did not equal the cost of the hog plus expenses, it would seem that we might reduce the business to a somewhat more profitable basis.

However, each individual has his own ideas as to the future trend of the market. And with such wide and varied fluctuations, even such a program would not begin to do away with the speculative element.

We must find some way in which to stabilize livestock and meat prices.

Trouble Due to Lack of Information.

The fluctuations in our markets today are due to lack of information and mis-

information. To consider the livestock first:

Last fall the government reports showed a marked increase in the number of hogs in the country. After the hogs had been marketed and the killing reports were at hand, we found there was a marked shortage.

There was a wide fluctuation in price which would have been avoided had we had proper information. The result was harmful to producer, packer and consumer alike.

The Department of Agriculture—which seems to be genuinely interested in the welfare of all the component parts of the livestock industry—should be put in a position where it might be able to supply information, both nationally and by states, which would be reliable at all times. And there should be a medium within the industry to follow this matter through. Such a plan effectively carried out would mean much to the industry each year.

What Packers Ought to Know.

As regards the matter of stocks, distribution and consumption of meats, we seem to have little accurate information. The following questions suggest themselves:

What are the weights and averages of hogs killed each month?

What is the production of various cuts by averages?

What are the stocks of the various cuts by averages?

What is the consumption of the various cuts of the different averages by districts?

How does this consumption vary with bank clearings in those districts?

What are the consignment stocks abroad?

What are the monthly export sales, not including consignments?

What are the seasonal variations in the demand for the various items?

How is the demand affected by hot spells? Cold spells? Rain? Drought?

How does the total consumption vary with crop reports?

How does consumption vary with the production of other foodstuffs?

These are only a few of the many questions we might answer if we had access to proper information.

The food value of hams did not decrease $8\frac{1}{2}$ cents per pound in the past ten weeks. It was simply that we did not know the stocks and the requirements, along with the relationship of these to other known facts.

Information Should Be Available.

If the right information could be put into the hands of each packer, would not market fluctuations be minimized?

It seems to me that this is the biggest question facing the industry today. And it does not appear a hopeless problem, either.

In the main, the statistics required can be compiled from records which we, as individuals, now keep from month to month. With the help of tabulating machines the cost should not be excessive, and the benefits would be beyond calculation.

We should all back an effort to arrange to furnish this information. The right kind of a plan, with the co-operation of all, would accomplish wonders.

Yours truly,

A PACKER.

Charts of the Markets

The trend of livestock movement and prices for August, compared to previous months as far back as 1920, is graphically shown in two of THE NATIONAL PROVISIONER'S Market Charts on pages 34 and 35 of this issue. Comparisons with pre-war years also are shown.

This new feature of THE NATIONAL PROVISIONER'S statistical service also includes charts once each month on meat prices, stocks of products and by-product prices.

Packers' Traffic Problems

Items under this head cover matters of general and particular interest to the meat and allied industries in connection with traffic and transportation problems, rate hearings and decisions, etc. Further information on these subjects may be obtained upon application to the Institute of American Meat Packers, 509 South Wabash Ave., Chicago, Ill.

RIGHTS OF AMERICAN EXPORTERS.

The United States Department of Commerce Weekly Report of Foreign Trade, dated August 21, 1922, Serial No. 34, contains an article entitled "Liability for Pilferage Abroad Under the Harter Act," which is an interesting discussion of the liabilities of a steamship company under the provisions of the Harter act. This was prepared by a well-known firm of admiralty lawyers, acting in an advisory capacity to the Division of Commercial Law of the United States Department of Commerce. The article follows:

Liability for Pilferage Abroad Under the Harter Act.

Trade Commissioner Julian E. Gillespie submitted to the Division of Commercial Laws an interesting case of disputed liability for pilferage which occurred in the port of Constantinople. The case was referred for opinion to a well-known firm of admiralty lawyers who have on several occasions acted in an advisory capacity to the Division of Commercial Laws. The opinion furnished by the division's legal informants is elaborate, and both the question and the answer are cited below with the necessary elisions.

THE QUESTION.

Mr. Gillespie thus stated the points on which he sought information:

"It is requested that I be informed of the latest decisions and holdings in the United States on the question of how far the specific stipulations in a bill of lading (transoceanic shipment) may be regarded as null and void, if at all, owing to their infringing the provisions of the Harter Act. To illustrate the point in question the following case is cited: A in New York ships certain merchandise to B in Constantinople by way of X Steamship Co.

"The goods arrive in Constantinople, and the cargo of the steamship, which was a general cargo, was discharged into lighters alongside the ship (the lighters belonging to and being operated by the Y Stevedoring Co.) from which lighters a portion of the merchandise was stolen. B, the consignee, brings suit against the X Steamship Co. and joins the Y Stevedoring Co. as an additional defendant.

"The terms of the bill of lading specify that the cargo shall be lightered ashore 'at the shipper's risk, but at the steamer's expense'; that 'steamer's responsibility ceases immediately the goods are discharged from the steamer's deck'; that 'the carrier shall have liberty to convey goods in lighters to and from the ship at the risk of the owners of the goods'; and that 'the carrier has liberty to convey goods in craft and/or lighters to and from the steamer at the risk of the owners of the goods.'

"Section 1 of the Harter Act provides that it shall not be lawful for the owner of any vessel transporting merchandise from any port of the United States to insert in any bill of lading any agreement whereby he shall be relieved of liability for loss arising from negligence or fault or failure in proper custody, care, or proper delivery of any lawful merchandise committed to his charge, and that any words of such import are null and void and of no effect.

"Section 2 of the act prohibits the owners from inserting in any bill of lading any terms lessening or avoiding the obliga-

tions of the owner to exercise due care in equipping, manning, and fitting out his vessel so as to render it seaworthy and 'capable of the intended voyage and the obligations of the master to handle, stow, care for, and properly deliver the cargo.'

"The bill of lading further provides that the shipment is subject to the terms, provisions, and exemptions from liability as provided in the Act of Congress of the United States approved the 13th of February, 1893.

"The question to be decided is, therefore, how far the specific stipulations in the bill of lading are open and available by way of protection for the defendants and how far, if at all, they are to be ignored or considered as null and void owing to their infringing the provisions of the Harter Act. Can the plaintiff recover? If so, from whom?"

THE OPINION.

The attorneys to whom Mr. Gillespie's question was submitted prepared a full and clear opinion in which they touch upon the various points raised. In their reply they say:

"It has been repeatedly held by our courts that the Harter Act applies to foreign vessels which come within the jurisdiction of American courts as well as to American vessels, provided the loss or damage complained of occurred on a voyage to or from a United States port.

"It is, of course, clear that if the consignee takes delivery of his goods any damage arising thereafter can not be imputed to the ocean carrier. We have recently had occasion to consider the liability of a steamship company under the following circumstances: It appears that it is customary in the port of Patras, Greece, for a certain lighterage company to accept goods alongside the various vessels on behalf of the importers and merchants of that port.

"Under these circumstances we are of opinion if loss or damage arises while the goods are upon the lighters that the steamship company can not be held liable therefor, inasmuch as the consignee, through the agency of the lighterage company, accepts delivery of the goods alongside the vessel.

"Although this question of liability for damage upon lighters at destination is a constantly recurring one, the effect of the Harter Act thereon, curiously enough, has never been passed upon by our courts. There are decisions holding where cargo is laden upon an unseaworthy lighter hired by a steamship company and used to carry cargo to the vessel that the voyage first commenced when the cargo was laden on board the lighter, and the unseaworthiness of the lighter renders not only the owners of the vessel liable for the loss ensuing but also renders the vessel liable in rem.

Figuring Sausage Costs

Extra copies of the "STUDY OF SAUSAGE COSTS" which appeared in the August 10th issue of THE NATIONAL PROVISIONER may be obtained upon application to THE NATIONAL PROVISIONER, Old Colony Building, Chicago, Ill.

If you did not read this analysis of the proper method of keeping track of your sausage costs, you should get a copy of this report at once and study it. Single copies may be had free of charge, as long as they last.

"Upon the same principle we are of opinion that if upon a vessel's arrival at destination cargo is laden upon lighters employed by the carrier for transportation to the shore the steamship company is liable for a loss that arises through either the unseaworthiness of the lighter or through improper custody and care of cargo on the lighter, inasmuch as in our opinion the lighter is a substitute for the vessel to complete its contract of carriage.

Lighters Auxiliary to Voyage.

"It is true that bills of lading almost invariably contain a provision that the steamship company or vessel shall not be liable for loss arising after transshipment, but we are of opinion that the transportation of goods upon lighters does not come within the meaning of such a clause, as lighters are not really independent carriers but are merely auxiliary to the real voyage.

"In the case put by Mr. Gillespie, it is stated that the lighters were owned and operated by the 'Y Stevedoring Co.' and that the goods were pilfered while on lighters, the bill of lading containing a

(Continued on page 43.)

INTERSTATE COMMERCE CASES.

Complaints made recently to the Interstate Commerce Commission and decisions rendered by the commission in cases of interest to meat packers are reported as follows:

Rates on Fresh Meats.—In No. 10475, Rath Packing Company vs. Director-General, as agent, Illinois Central Railroad Company, et al., rates on fresh meats and packing-house products in mixed carloads, from Waterloo, Iowa, to Galesburg and Macomb, Ill., found unreasonable. Reparation awarded. Former report, 57 I. C. C., 170, reversed.

Carload Rates on Fresh Meat Bones.—No. 12176, Morris & Company vs. Director-General, as agent, Chicago Junction Railway Company, et al. 1. Rates charged prior to May 25, 1921, on fresh-meat bones, in carloads, to Camden, N. J., from South St. Paul, Minn., Sioux City, Iowa, South Omaha, Nebr., Kansas City, Mo.-Kans., Fort Worth, Tex., Chicago and East St. Louis, Ill., and New York, N. Y., found illegal. Reparation awarded. 2. Fourth-class rates effective May 25, 1921, on fresh-meat bones, in carloads, from and to the same points, found unreasonable. Reasonable rates for the future prescribed and reparation awarded.

Oil and Tallow Rates.—The Commission has dismissed No. 11560, Swift & Co. vs. Director-General, opinion No. 7845, 73 I. C. C. 259-67, and the complaints joined with it for hearing purposes, other than No. 11614, Fels & Co. vs. Director-General, Baltimore & Ohio, et al. In that case it held unreasonable a fifth class rate of \$2.375 imposed on two carloads of imported inedible tallow from Tacoma to Philadelphia, shipped on August 15, 1918. It held that rate unreasonable to the extent it exceeded a domestic rate of \$1.315 applicable contemporaneously on inedible animal tallow and grease.

The report covered complaints other than those already mentioned, as follows:

No. 11809, Marden Orth & Hastings Company vs. Director-General as agent, Chicago, Milwaukee & St. Paul R. R. Co. et al.; No. 12369, Peter Brothers Manufacturing Company vs. Director-General, as agent; No. 12369 (Sub-No. 1), same vs. same; No. 12061, Wilson & Company, Inc., et al., vs. Director-General, as agent; No. 12209, Cudahy Packing Company vs. Director-General, as agent; No. 12038, Morris & Company vs. Director-General, as agent; No. 11905, Armour & Company vs. Director-General, as agent; No. 11571, Lautz Brothers & Company vs. Director-General, as agent; and No. 12211, Haskins Brothers & Company vs. Director-General, as agent, Chicago, Burlington & Quincy Railroad, et al.

(Continued on page 31.)

Packers to Make Merry During Convention

Plans for the program of the 17th annual convention of the Institute of American Meat Packers, at Chicago, October 9, 10 and 11, are nearing completion.

The convention program itself will be ready for announcement within a few days, and when it is made public it will show the practical value to be derived from attendance at this meeting. Each year program-making becomes more of an art with Chairman Eagle and his associates; this year they promise "the most for the money" of any meeting yet held.

Meanwhile the entertainment features are not being neglected. This year the ladies are to be officially recognized for the first time, and a special program arranged in their honor. Following the announcement of this feature in a recent issue of THE NATIONAL PROVISIONER the reservations for packers and their ladies began to pour in on Vice-president Heinemann, and it is evident that the fair sex will attend in large numbers—accompanied by their packer husbands, brothers and sweethearts.

The entertainment program, briefly summarized, includes the dinner-dance and entertainment at Marigold Gardens on Monday night, the ladies' theater party on Tuesday night, and the motor tour and luncheon at the South Shore Country Club on Wednesday. On Tuesday evening occurs the famous annual banquet.

The opening entertainment feature might be called a "Marigold Gardens Frolic," and with such a veteran entertainer as Chairman Fred R. Burrows in charge, "a big time is promised," as the saying goes. The famous Chicago resort has been reserved for this occasion and a special entertainment will be added to the regular cabaret show. The ladies are guests of honor. Details of this feature are told in the following bulletin from Vice-president Heinemann:

CONVENTION BULLETIN NO. 4.

To the Members:

Chairman F. R. Burrows of the committee in charge of arrangements for the Marigold Garden dinner reports the completion of all preliminary arrangements.

The dinner party will be held at 6:30 p. m., Monday, October 9, 1922, in the Marigold room at the garden, and space to accommodate our crowd will be assigned and reserved adjoining the dance floor.

Several special numbers will be added to the usual splendid entertainment features included in the regular program and the management assures us that they will strive to give us an evening's entertainment and a meal worth while. The latter assurance seems unnecessary, in view of

the personnel in charge of this arrangement.

Guests and Reservations.

Out-of-town members of the Institute and out-of-town members of the Supply Association and their families will be treated as guests of the two associations working jointly. Chicago members of both associations will be required to purchase their own tickets in advance.

All reservations must be claimed and, when necessary, paid for not later than Sunday evening, October 8, 1922. The registration headquarters at The Drake will be prepared to deliver the tickets at the time of registration.

Chicago members should concentrate their orders so that one man from each firm will list the reservations and remit for the tickets desired.

The charge for the dinner, including admission, will be \$3.50 per person. Complimentary tickets as indicated above will be presented, when requested, at or before the time of registration.

Non-members may attend this affair, but will be required to purchase tickets regardless of whether located in or out of Chicago. Moreover, non-members will not be seated in the space reserved for us unless recommended by some member of one of the two participating organizations.

It will expedite the assignment of seats if reservations are mailed promptly.

Yours very truly,

C. B. HEINEMANN,
Vice-president.

SUPPLY MEN TO TAKE PART.

The bulletin of the American Meat Packers, Trade & Supply Association covering the entertainment features in which the supply men have a part, and announcing the annual meeting of the supply association, is as follows:

Chicago, September 7, 1922.

To the Members of the American Meat Packers' Trade and Supply Association: The convention dates are October 9, 10 and 11, at the Drake, Chicago. Many of the details for the annual convention of the Institute of American Packers and the annual meeting of our association have been completed.

Registration desk will be found just outside the main convention hall at south end of building.

Monday evening, October 9.—Members of both the Institute and our Association, with lady guests, will go to the popular Marigold Gardens for a dinner, to be augmented by dancing and a brilliant entertainment. Out-of-town members of both organizations will be guests of the Institute and our Association acting jointly. Local members must buy their town tickets at \$3.50 per person. This is done out of fairness to out-of-town delegates, who will be under considerable expense, whereas local delegates will not.

Tuesday evening, October 10.—Annual banquet to be held at The Drake. Information as to whom to apply for tickets will be sent you as soon as details regarding the banquet have been completed.

Ladies.—While the banquet is in progress, the ladies of members of both organizations will be entertained as guests at the beautiful new Chicago Theater by the two organizations acting jointly.

Wednesday, October 11.—The ladies will be entertained by an automobile tour through the Chicago park and boulevard system, ending with a luncheon at the South Shore Country Club, again as guests of the Institute and our Association acting jointly.

Only members and ladies of members of one organization or the other will be eligible to the entertainment features of the convention.

Our Association is undertaking to pay one-half the expense of the above entertainment features, exclusive of the banquet. Therefore, will all members who have not yet sent in their dues for the current year please remit at once?

The annual meeting of the American Meat Packers' Trade and Supply Association will be held at 10 a. m., Wednesday, October 11, in Room "G," mezzanine floor of The Drake.

Yours for a good time,
H. D. ORWIG, Secretary.

HAM AT BARGAIN PRICES.

Ham and heavy pork loins are now selling at bargain prices, the Institute of American Meat Packers announced this week in its monthly review of the meat and livestock situation in the United States. The statement follows:

"If marketing advice with respect to meats were to be given today to housewives, it would be this: Buy smoked hams and heavy pork loins, for they are now relatively low in price in the wholesale markets.

"From the viewpoint of the consumer, the prevailing wholesale prices of these two meats constitute the feature of the meat trade during August and at the present time.

"Smoked hams have declined approximately 25 per cent at wholesale since early June of this year, and are selling approximately 20 per cent lower than was the case at this time last year. With the majority of retailers passing these reductions on to the consumer, the volume of ham sales has increased, and prices are stabilizing.

"Heavy pork loins also constitute an unusual bargain at present, since in some instances they are selling as much as ten cents a pound below very light pork loins. Chops from the heavy loins are every bit as nutritious and palatable as chops from the light loins, but seem to be disregarded by many housewives who evidently prefer more chops to the pound rather than more meat to the dollar.

"In some quarters the feeling is developing that the outlook for the meat trade is more favorable than it has been recently. The facts that vacations are over and nearly everybody settled for work, that industrial activities seem to be stabilizing, and that the demand for meat from industrial centers is improving, are regarded as significant and hopeful omens."

MEAT PRODUCTS IN TARIFF BILL.

Proposed duties on meat products in both the Senate and the House draft of the tariff bill, which has now gone into conference, show certain differences which are of special interest at this time, showing that on the whole the Senate bill provides higher duties. The duties on each product as set down in each bill are listed as follows:

	House Bill	Senate Bill
Cattle, per lb.....	1½c	2 c max.
Fresh beef or veal, lb....	2 c	3½c
Fresh mutton, per lb....	1½c	2½c
Fresh lamb, per lb....	2 c	5 c
Live poultry, per lb....	2 c	3 c
Eggs in shell, per lb....	6 c	8 c



Wallace Decision in Mistletoe Yards Case

Secretary of Agriculture Wallace's decision holding in effect that the private stockyards of meat packers are not public yards, which was announced last week, is of special interest to packers as it is made under the authority given the secretary under the Packers' and Stockyards Act. For that reason the conclusions of the Secretary are published in full in this issue of THE NATIONAL PROVISIONER, together with the order of the Secretary.

The case in which this decision and order were made by the Secretary of Agriculture was that of the Kansas City Live Stock Exchange vs. Armour & Company and the Fowler Packing Co. The plaintiff made a complaint that Armour & Co. and the Fowler Packing Co. were violating certain provisions of the Packers' and Stockyards Act because of practices in the operations of a stockyard known as the Mistletoe stockyards owned by the Fowler Packing Co. The packing companies denied all the allegations and that these yards were public stockyards.

Before a hearing was held the Kansas Livestock Association, the Missouri Livestock Producers' Association, the National Livestock Producers' Association, the Missouri Farmers' Association and the Farmers' Union of Kansas made application to the Secretary of Agriculture to be allowed to intervene, and these applications were granted.

Hearings set by the Secretary were held from March 27 to April, 1922, at the Kansas City Livestock Exchange Building, Kansas City, Mo., and were conducted by Examiner Bayard T. Hainer, who was appointed by the Secretary to so act. Seventy-two witnesses were called and examined and the evidence filled 2,099 typewritten pages.

Secretary's Decision.

In his conclusions of the case the Secretary of Agriculture held that private stockyards of meat packers are not public stockyards under the Act, but are subject to regulation under the packer section of the Act. The yards are a part of interstate commerce, and packers' services in stockyards can be regulated under that section.

The Secretary held that the Fowler Packing Co. had not violated the Act through owning these yards, which are perfectly lawful; that the company had not depressed hog prices nor set up a monopoly; that they had given value honestly and had not indulged in deceptive statements.

But the Secretary held further that the Fowler Packing Co. could not show preference to its shippers, and protect them by preventing or forbidding by agreement any shipper from engaging in competition with any other shipper in buying hogs in their respective territory. It was also held that the packing company should furnish a corn fill to all shippers, and not furnish it to certain shippers without doing so for others.

The conclusions of Secretary Wallace in the case are as follows:

Conclusions of the Secretary of Agriculture.

1. The Fowler Packing Company, as set forth in detail in the findings of fact, buys

hogs which are received by it in the Mistletoe Stock Yards, and determines the prices to be paid for such hogs in these yards, and, therefore, these yards have some of the attributes of a public market, but the respondents are not "engaged in the business of conducting or operating" the Mistletoe Stock Yards at Kansas City, Kans., for "compensation or profit as a public market." The Mistletoe Stock Yards is not a "stockyard" as this term is used and defined in Title III of the Packers and Stockyards Act, 1921. The charges under Title III, therefore, are not sustained.

However, as the transactions of the Fowler Packing Company in these yards are subject to Title II of said Act, as shown in the second paragraph of these conclusions, any shipper who feels that he has just ground of complaint with respect to the practices of the Fowler Packing Company in buying hogs in these yards may apply to the Secretary of Agriculture with full assurance that the Department of Agriculture will investigate the complaint promptly and apply such remedy as the facts may justify under the law.

2. The respondents are engaged in the business of buying livestock in interstate commerce for purposes of slaughter, and of manufacturing and preparing meats and meat-food products for sale and shipment in interstate and foreign commerce. The respondents, Armour and Company and Fowler Packing Company, therefore, are "packers" as this term is used and defined in Title II of the Packers and Stockyards Act, and are subject to the jurisdiction of the Secretary of Agriculture thereunder.

Under this Title of the Packers and Stockyards Act, the Secretary of Agriculture is vested with full authority to require the respondents to cease and desist from engaging in or using any unfair, unjustly discriminatory, or deceptive practice or device in interstate commerce, either within or without the Mistletoe Stock Yards, with respect to the watering, weighing, handling, docking, feeding or buying of hogs or otherwise conducting their business, or with respect to any other course of conduct, that may be contrary to the Packers and Stockyards Act, and the Secretary may supervise the operation of the Mistletoe yards to such extent as he may deem necessary to carry out the provisions of the law, in order to safeguard the interests of producers and shippers of live stock.

Discrimination Not Sustained.

3. The evidence in this proceeding does not sustain the charge that the practice of the respondent, Fowler Packing Company, to agree or arrange with certain shippers that they shall have the exclusive right or privilege to ship hogs from certain shipping points, such shippers being known as "designated" shippers, and to deny the same right or privilege to other persons who are not "designated" shippers to ship from the same points, without the consent of such designated shippers, is contrary to section 202 of the Packers' and Stockyards Act, except in the respects hereinafter stated.

4. The practice of the respondent, Fowler Packing Company, to "protect" its shippers and to forbid such shippers to encroach upon or invade the localities or territories of other shippers gives to the "protected" shippers an undue or unreasonable preference or advantage and subjects the other shippers, against whom such protection is given, to unreasonable prejudice or disadvantage. The practice operates to prevent competition in their respective localities among such shippers, and depresses or tends to depress the prices paid to the producers of hogs. This practice, therefore, is in violation of section 202 of said Act.

5. The practice of the respondent, Fowler Packing Company, to give a corn fill

in the Mistletoe Stock Yards to the hogs of its shipper, Hawkins, contrary to its policy announced to its shippers that it will not feed corn in the Mistletoe Stock Yards and to deny the same privilege to shippers other than Hawkins, is an unfair, deceptive, and unjustly discriminatory practice, and subjects such shippers as are not given the corn fill to an undue or unreasonable prejudice or disadvantage in violation of section 202 of said Act. The purpose of the Act is that all shippers of hogs purchased in the Mistletoe Stock Yards shall receive similar treatment under like circumstances and conditions.

6. The practice of the respondent, Fowler Packing Company, in buying hogs in the Mistletoe Stock Yards, to have the weighing, sorting, grading, docking, feeding, ascertainment and application of prices done solely by its employees without the presence of representatives of absent

(Continued on page 40.)

ARMOUR PLEASED WITH DECISION.

Armour & Company state that they are satisfied with the decision made by Secretary of Agriculture Wallace that the Mistletoe Stock Yards of the Fowler Packing Company in Kansas City are a private stock yards, thereby sustaining the contention of Armour & Company, of which the Fowler Packing Company is a subsidiary.

Officials of Armour & Company announce that the two orders of the Secretary which have to do with practices at the Mistletoe Yards will be unquestionably obeyed.

They say it has been the invariable practice at the Mistletoe Yards, to feed corn to all hogs whose owners or shippers so request, and at the expense of those owners and shippers. Nevertheless, the Fowler Packing Company preferred, for operating reasons, to buy hogs which had not been fed corn, and to discourage requests for feeding and had issued a circular announcement to its shippers that it was not the practice to feed at the Mistletoe Yards. It was for that purpose only that the announcement was issued, and there had been no intention whatever to discriminate among shippers by giving corn feed to the hogs of one, and not to those of another.

The other order that had to do with practices at those yards, stipulated that while the Fowler Packing Company had every right to designate shippers who should have the exclusive privilege to ship hogs to the Mistletoe Yards from certain shipping points, those shippers should not have any restriction placed on their activities in each other's territories. Armour & Company state that they will conform to that order of the secretary's so far as they possibly can. Instructions to shippers to the Fowler Yards covering all points of the ruling will be sent just as soon as the full text of the decision is received from Washington.

The complaint against the Mistletoe Yards originated with the Kansas City Live Stock Exchange, and one of the principal contentions which the secretary has found not to be sustained by the evidence, was that the operation of the Mistletoe Yards tended to depress prices for hogs in the public stock yards of Kansas City.

Armour officials express particular gratification with that section of the decision which declares that the evidence brought out in the case did not show that the Fowler Packing Company has actually depressed prices of hogs or impaired the open, competitive market, nor that the Fowler operations have tended to create a monopoly. The secretary's ruling that the Fowler Company have honestly appraised the value of the hogs sent to the Mistletoe Yards, and that they did not induce shippers by misleading and deceptive statements, also was received with satisfaction.

What they say about "The Packers' Encyclopedia"

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Mr. Paul I. Aldrich, Editor and Manager,
The National Provisioner,
Old Colony Building,
Chicago, Illinois.

Dear Mr. Aldrich:-

Having read my copy of the Packers' Encyclopedia from cover to cover I hasten to congratulate you and your collaborators upon what will be accepted as a splendid contribution to this great industry. The work is a masterpiece. Every packer should be proud to make this book available to his superintendents, foremen and ambitious employees.

Much of the scientific and practical information so admirably covered in Part I has heretofore been available only in the minds of the men who have come up through the school of experience. Now it is assembled in understandable form and will go down to future generations as a permanent record of the achievements of those who have made this industry great.

The statistics covered by Part II include data heretofore unobtainable except at a considerable expenditure of time and money. These should prove more and more valuable as time passes.

In the Trade Directory included in Part III you have assembled the most complete and authentic lists ever made available to us. This will serve a constantly growing demand for lists of this character.

This work has required hard labor, scrupulous care and rare judgment in matters pertaining to its scope. The finished product is a thing worth while.

Yours very truly,

C. B. Heinemann
Vice President.

CBH:MG

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THE NATIONAL PROVISIONER Old Colony Building
CHICAGO, ILL.

HOW DUTCH PRODUCE AND MARKET PORK

Methods Compared with Those of American Packers

By E. C. Squire, Specialist in Foreign Marketing of Livestock and Meats, U. S. Department of Agriculture.

(Editor's Note.—In recent issues THE NATIONAL PROVISIONER has published articles on various phases of the meat situation in Europe by special representatives of the U. S. Department of Agriculture. Some of these took up the question of a market in Great Britain and France for American pork products. One of them discussed the Dutch export and import meat trade. The present article discusses pork production methods and those of marketing fresh pork, bacon and other products. Since Holland is a competitor of America in British markets this article is timely.)

The Dutch are particularly well situated for supplying the English pork products market. In pre-war days it was possible to ship from Oss, Holland, which is three hours' journey from the sea, to London, in about twenty-four hours. It now takes forty-eight hours for the same shipment. And as refrigeration is not employed over this route, the carcasses in hot weather occasionally arrive in bad condition. But during the late spring Holland shipped a very large quantity of fresh pork direct to Paris. In these shipments they were able to obtain insulating cars for the whole journey, and experienced less difficulty with spoiled meat.

Hogs are bought by buyers all over Holland at local markets or by private sale from farmers and shipped in carload lots of about 45 to a car. Lots purchased in different sections of the country by the various buyers are all kept separate, and the quality of the hogs and percentages of condemnations for each lot are also kept separate. Consequently, they are able to check up on the efficiency of their buyers and the quality of the hogs obtained from the different shipping points.

It is impossible to obtain weekly killing figures for hogs in Holland, but official estimates for 1921 show that with a total land area of less than 13,000 square miles, Holland had 1,519,000 hogs.

Many Methods American.

The killing floor of a representative establishment is very similar to what might be found in a high grade killing establishment in America killing the same number

of hogs. Everywhere there appeared to be plenty of room. Live hogs are elevated to the rails by conveyor chains rather than by big wheels commonly employed in the larger plants in America. While hanging, heads down, ready to be stuck they are stunned by a machine, which works with a spring and strikes a blow just above the eyes. This is done entirely for humanitarian reasons and is not in favor with the packers. The bacon curer is under the impression that hogs do not bleed out so thoroughly. After sticking they go through the same routine as in American packing houses, passing through a hot water tub and a mechanical de-hairing machine. Next the toe nails are pulled off.

For the bacon trade, hogs are singed as in America and other countries for Wiltshires. The Danish type of a singer is employed, although they have added a mechanical device for discharging one carcass when another is pushed in. Having singed for about twenty seconds, the carcasses pass directly on the same rail, though the mechanical chain is not employed to push them along. Because of the quantity killed per hour, however, this does not seem such a handicap.

Bacon Curing Like Danish.

The curing of bacon is done after the Danish principle. The Wiltshire sides are trimmed to shape and put in large concrete tanks, where they remain from five to seven days in brine pickle. Then, after lying on racks to drain for twenty-four hours, they are wiped dry and packed in bales of four sides each, ready for shipment to England.

While the general methods of killing and handling of meat products compare quite favorably with the high grade small killing establishment in America, the by-products are not utilized to the same extent. The blood is dried by two small vertical driers to a moisture basis of 10% and sold from this establishment entirely for fertilizing purposes. They have not developed a digester tankage business in spite of the large quantity of hogs raised in Holland.

Most of the lard is rendered in open kettles. Practically all bacon is cut into Wiltshire sides, which leaves very little fat trimmings for rendering. Consequent-

ly, while there is some white grease and lard rendered in a steam tank, the proportion is very small and the little tankage to be disposed of is given to the farmers for hauling it away.

TRADE GLEANINGS.

The Frontenac Beef Co., Montreal, Canada, has been incorporated with a capital of \$30,000.

The Croninger Packing Co., Shamokin, Pa., will shortly erect a new plant to cost about \$200,000.

The Central Abattoir Co., Reading, Pa., is planning to erect a new packing plant in the near future.

The C. M. Bogle Packing Co., Seattle, Wash., was recently incorporated by C. M. Bogle and R. C. Miller.

The plant of the Rolfe Tanning Co., near Johnsonburg, Pa., was recently damaged by fire to the extent of about \$150,000.

H. C. Fox & Sons, Inc., Philadelphia, Pa., have sold their packinghouse at Schuylkill avenue and Catherine street to H. Kaiser & Co., Inc.

The Kaufmann Beef Co., Union Stock Yards, Baltimore, Md., is to erect a new three-story plant to cost about \$125,000.

The James H. Palmer & Co., Columbus, Ga., has been incorporated with a capital of \$10,000 by A. Drane and James H. Palmer.

Peter Emge & Sons, Fort Branch, Ind., recently sustained the loss by fire of about half their packing plant, the damage amounting to about \$80,000.

M. L. Shoemaker & Co., Inc., Delaware avenue and Venango street, Philadelphia, Pa., recently sustained a loss by fire to their fertilizer plant which totaled about \$500,000.

The Grays Harbor Pig Co., near Aberdeen, Wash., has been organized to raise hogs on logged land. The company is also to pack hogs and will lease and later build a packing plant, according to Manager J. H. Kelly.

The Gulf Coast Packing Co., Houston, Tex., has been incorporated with a capital of \$250,000 by E. N. Drouet, W. S. Cochran and Bassett Blakely. It will operate a packing plant with a slaughtering and cooler capacity of 200 head of cattle.

The Kreiss Process Products Co., Jacksonville, Fla., has been incorporated with a capital of \$750,000. The officers are: E. R. Taber, president; Wm. B. Taber, vice-president; Chas. N. Welshans, secretary-treasurer. It will shortly erect a plant to cost about \$75,000.

There Is Money in Tankwater

Save it by boiling down in a Swenson Evaporator. The fertilizer recovered will pay for the machinery required during the first year and after that net big profits on every tank discharged.

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Chicago and New York

Official Organ Institute of American
Meat Packers and the American
Meat Packers' Trade and
Supply Association

Published Weekly by
The Food Trade Publishing Co.

(Incorporated Under the Laws of the State of
New York)

at the Old Colony Building, Chicago.
Eastern Office, 15 Park Row, New York

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ence.

Mail Delays

Readers of THE NATIONAL
PROVISIONER who have re-
ceived their copies many days
late in recent weeks should not
blame us. We deposit the en-
tire edition in Uncle Sam's Post
Office at Chicago every Satur-
day morning.

Postmaster General Work
says that more than a thousand
mail trains have been discon-
tinued as a result of the rail-
road strike. Certainly the mail
service has been badly demoral-
ized.

Some of our subscribers lo-
cated within a stone's throw of
the Chicago Post Office, who
receive their copies of THE NA-
TIONAL PROVISIONER from
three to four days after it is
mailed, are hopefully waiting
for the end of the "railroad
strike."

Hustling for Ham Consumers

The present ham campaign has proved
a most important thing. It has shown
that meat traders through the Institute of
American Meat Packers, the National As-
sociation of Meat Councils, and the local
meat councils have been able to do a bit
of constructive work for the meat indus-
try that could not have been done a year
or two ago—or at any previous time in the
history of the industry, for that matter.
By means of active and hearty co-opera-
tion together with the retailers of the
country they have shown American ham
consumers a bargain. And the consumer
took advantage of the information and
bought.

The whole campaign has been a matter
of mutual advantage to all parties, pro-
ducer, packer, wholesaler, retailer and
consumer. The consumer has already
found out that hams are a good bargain.
The dealer has added many satisfied cus-
tomers to his list. The packer has been
able to increase the amount of hams
moved into trade channels.

In all this great credit is due the In-
stitute of American Meat Packers and
especially its Bureau of Public Relations.
Getting in touch with all the elements of
the industry, aiding with literature and
advertising matter necessary to put on an
active campaign—in fact, organizing the
campaign on a national scale—a great
service has been done by the bureau in
the interests of better meat merchandising.

It may well be that the movement for
more education in meat retailing is getting
the best possible start in this practical
way by actually hustling for increased
ham consumption.

The Next Generation

A number of packers are investing in
the neighborhood of \$9000 this year for
the promotion of Boys and Girls' Club
Work. This is an important phase of
agricultural extension work, particularly
valuable to packers because it deals with
the growing of more and better livestock,
and is bringing to the farm boys and girls
the best methods direct from the agricul-
tural colleges. A sufficient supply of live-
stock in territory tributary to packing
plants is an asset, for it means a good vol-
ume of business if outlets are available.

The calf, pig and sheep clubs are very
popular among country boys and girls. A
total of 600,000 members are doing club
work this year. During 1921 over \$7,000,-
000 worth of products were produced by
them at a cost of \$4,500,000, which in-
cluded the expense of leadership, plus the
actual cost of production—result, \$2,500,-
000 net profit. This indicates an addi-

tional value in the way of increased buy-
ing power by those in suburban communi-
ties.

The improving of our agricultural meth-
ods, and especially the encouraging of
better quality in livestock and more of
it, is an immediate benefit to packers, ac-
cording to those sponsoring the move-
ment. A National Committee on Boys
and Girls Club Work has been active dur-
ing the past year to increase the scope of
the clubs, so that more farm boys and
girls can take advantage of the oppor-
tunities afforded.

Thomas E. Wilson, who is a director of
the Committee, says regarding this work:

"Boys and girls club work is so funda-
mentally sound and practical in its pur-
poses that it is challenging the citizen-
ship of the nation—whether private or in
association by business or otherwise—to
take advantage of the privilege of assist-
ing in instilling into the minds of our
boys and girls of the rural communities—
who will be the men and women of our
farms of tomorrow, the highest ideals of
citizenship.

"One of the greatest problems with
which our nation is now confronted is
that of the depressed agriculture, result-
ing from the pressure of the re-adjustment
following the great war. We are living in
a new era, and are now in the midst of an
epoch-making period. No one can visu-
alize the problems of the future. Club
work equips our future men and women
of the farms with a broader vision and a
clearer understanding not only of their
individual responsibility, but also the
causes and effect of economic influences
upon their united efforts in the interest
of maintaining a sound and prosperous
agriculture.

"Agriculture is the basis of prosperity
in our nation, and it must be placed and
continued on a sound and economic basis,
and I know of no better way toward gain-
ing this end than by enlisting the best
thought and effort of the young people of
our rural communities."

The hope of the world always lies in
the next generation. In giving their aid
to this boys and girls farm club work
packers are wise enough to recognize an
excellent investment.

Wallace Renders a Service

Recently Secretary of Agriculture Wal-
lace rendered a specific and much needed
service to American hog producers, pack-
ers and the consuming public when he
called the attention of millions of consum-
ers to the decline in wholesale ham prices.

At the time Secretary Wallace issued
his statement the wholesale price of hams
had registered a decline of six or seven
cents a pound within sixty days. This de-
cline represented a decrease of a dollar
or more on hams alone, in the case of a
very light hog, and two dollars or more in
the case of a very heavy hog.

Keeping these figures in mind, the serv-
ice rendered to hog producers by inviting
the consuming public to notice the bar-
gain which hams offered them is obvious.

PRACTICAL POINTS FOR THE TRADE

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Pork Sausage and Hot Cakes

Mr. Sausage Maker:

It may sound funny to talk about such a subject in such hot weather. But remember, next month the cool October mornings will create an appetite for pork sausage and hot cakes.

Are you prepared to market a high-grade breakfast sausage? If not, why not?

PARAFFINED SAUSAGE.

The following inquiry has been received from a Missouri packer:

Editor THE NATIONAL PROVISIONER: We seem to be having trouble with our paraffined sausage. It does not always have the necessary keeping quality. Will you please give us advice in this matter? Also tell us how long this sausage should remain in cure.

Answer to this query depends largely on the kind of meats used in the paraffined sausage formula. But to put the inquirer on the right track, the following curing formula is suggested:

For each 360 lbs. of meat use 10 lbs. salt, 2 lbs. sugar, 12 oz. nitrate of soda or salt-peter, and 2 gals. No. 2 ham pickle (50° strength). If you do not reclaim your ham pickle, it will be satisfactory to make a regular plain pickle of salt and water (50° strength), and pour it over the top of the meat in the open tierce.

If you use offal meats exclusively in your paraffined sausage, then it is recommended that you omit the sugar in the curing formula, and add 4 oz. of sugar to each 100 lbs. of meat in the spice formula when chopping.

Particular attention should be paid to the trimming and chilling of meats, to see that they are properly chilled and in good condition before putting into cure. This will usually do away with complaints on the product.

Grind the chilled meats through the 1-inch plate of the hashing machine, and weigh off 360 lbs. and put in the mixing machine, adding the dry cure formula already given, and mix for about three minutes. Then pack 360 lbs. in open tierce and add the two gallons of pickle as directed.

Meat should remain in cure for at least five days, and not over eight days. When the meat reaches cured age and is not used up, it immediately begins to deteriorate,

and it will continue to do so until it is used or the tierce is headed up tight and transferred to low temperatures. This matter should be given close attention.

Grind all meats through $\frac{1}{8}$ inch plate of hashing machine and deliver to silent cutting machine. It is customary to chop one block at a time, consisting of 150 lbs. of meat. If you are using beef and pork products, put the beef in the silent cutter first and chop for about two minutes; then add the pork products and chop all together for about 1 minute additional, adding the following spice formula for 150 lbs. of meat: 9 oz. ground black Singapore pepper; 3 oz. ground coriander, $1\frac{1}{2}$ oz. ground allspice. From three to eight pounds of cereal can be added to this, depending upon whether or not you have Government inspection.

The use of not to exceed 10 lbs. of crushed ice is recommended for offal meats in chopping; that is, just enough crushed ice to keep the meats cool. If more ice is used than the meats will absorb and carry, you will find the moisture from the meat will show through the bags of the finished product and cause the paraffin to blister. When this condition exists, look out for complaints on "sour" product.

Deliver the chopped meats to the mixer and mix for about three minutes. Then deliver to the stuffing machine and stuff in cloth bags to full capacity.

If you have Government inspection, a certain weight of meats must be stuffed in each bag. This depends largely upon the printing on the bags. If the bags specify "5 lbs. net weight," then it will be necessary for you to stuff the bags with meat so that the finished product will not exceed in weight over 1 oz. per lb. of the specified net weight, and must contain not less than 5 lbs. finished weight.

To avoid this handicap, it is suggested to have the bags printed "not less than 5 lbs." Or the bags may be printed "—lbs.—oz.," and after the product is cooked and dried the actual weight may be stamped on the bags. This gives three ways of handling under Government supervision.

When the product is stuffed, if you consider it necessary to smoke, deliver it to the smoke house for about two hours, at a temperature of 100 deg. to 110 deg. F., with slow cold smoke. Either hardwood or hardwood sawdust should be used for fuel.

Then deliver to the cook room and cook at a temperature of 160 deg. F. for about two hours, depending upon the size of the bags. Be sure that the product is sufficiently cooked, to avoid complaints on the center of meats turning green.

After the product is cooked, rinse off thoroughly with hot water to remove grease and sediment that may arise in the cooking process. Then carefully spread on hanging trucks or hanging racks provided for this purpose. Separate so that the bags do not touch, and allow to hang for at least six hours until the bags are

thoroughly dried off, so that the hot paraffin will adhere to the cloth. Give the product plenty of air circulation to properly and speedily dry.

Use paraffin wax, 118 to 120 melting degree. It should be heated in a dipping tank, and temperature of the wax should be brought up to 175 degrees. Then dip the product one stick at a time, on which four or five bags usually hang, giving the bags momentary dipping. Submerge the bags in the paraffin wax for ten seconds and lift out quickly, holding over the dipping tank so that the hot paraffin will drip back into the tank, and as soon as the paraffin is "set" on the bag, give the product one more dip for ten seconds.

Then allow the product to hang in natural temperatures for about one hour, and deliver to the packing room cooler, where the product is to be stored until shipped.

Do not pack this product in anticipation of orders, but only after orders are received, so that the customer will get the benefit of strictly fresh product.

The inquiries should establish an age limit on sausage, and follow it closely to see that the product is not beyond the age limit when shipped.

It is a bad practice to manufacture this product in quantities to exceed the sales outlet. It is much better to manufacture in small quantities and more frequently. In this way the customer is practically assured of getting strictly fresh goods on all orders.

Reply of the Committee on Packing-house Practice to the question is as follows:

The inquirer does not give any particulars, so it is rather difficult to base an opinion or to give him any advice. It is possible, however, that he has been in the habit of dipping the sausage in the paraffine before the sausage and the sausage bag have become perfectly dry. This class of sausage should be allowed to hang in ordinary room temperature to dry for some little time before dipping in the paraffine.

In regard to his inquiry of how long the meat should stay in cure, this all depends on whether the meat is ground or not. If the meat is ground, for instance, through a quarter-inch plate before the curing mixture is applied, the meat will be sufficiently cured in within three to five days. On the other hand, if the meat is not ground, and the curing mixture applied on larger pieces, the time will depend altogether on the size of the pieces of meat.

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Making Sausage

Sausage-makers, small or large, are invited to use this department of THE NATIONAL PROVISIONER in obtaining information concerning the formulas, methods or details of operation. Questions will be answered promptly and in as full detail as possible. General articles on the subject of sausage-making also will be published from time to time.

Address your inquiries, suggestions or criticisms to THE NATIONAL PROVISIONER, Old Colony Building, Chicago, Ill.

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces.
pork and beef by the barrel or tierce and hogs by the hundredweight.

Prices Weaker—Demand Less Active— Some Speculative Liquidation—Foreign Demand Quiet.

The provision market has broken into new low ground for the movement, with considerable increase in selling pressure and a rather disappointing interest in the market. The reason for the weakness does not seem to be very distinct, other than that the conditions for the fall trade are not regarded as particularly promising, and the trade is looking forward to the usual fall run of hogs. There are some who look for a considerable increase in the movement of hogs a little later when the normal time arrives for the beginning of the regular fall and winter receipts.

Under the natural conditions of the late fall and winter situation there will, of course, be the usual large number of farm and country kill, which has a considerable influence on the demand upon the big packing centers, as such kill reduced the demand for fresh meats and fats upon the big packing centers, and also brings a certain amount of product into the country market, thereby reducing the demand on the big packing centers.

Hog Movement and Shipments.

The movement of hogs continued fairly good, but it has been difficult to make clearance at the big receiving points daily, and a considerable number of hogs has been carried over, particularly at Chicago. This has made for some little uncertainty as to what will be the result of the conditions when the movement increases with the normal fall movement of hogs.

Shipments from packing centers shows a fairly good total. For the past week, the shipments of fresh meats were 24,600,000 lbs. from Chicago, and cured meats 12,000,000 lbs. The shipments of fresh meats were slightly in excess of last year, but the shipments of cured meats showed a decrease of several million pounds, and the shipments of lard showed a decrease of 12,000,000 lbs.

The comparative movement of products at Chicago so far this year, compared with

last, makes an extremely interesting showing. The receipts of meats have been 40,000,000 lbs. this year, against 53,000,000 lbs. last year, and shipments 571,000,000 lbs., against 811,000,000 lbs. last year, yet the total stock of meats of all kinds is now 104,000,000 lbs. against 112,000,000 lbs. last year.

In lard the movement has been equally suggestive, the receipts being 78,000,000 lbs., against 105,000,000 lbs. last year, and shipments 345,000,000 lbs., against 451,000,000 lbs., yet the total stock of lard is nearly 66,000,000 lbs., against about 71,000,000 lbs. last year.

Monthly Product Stocks Report.

The Chicago monthly report of product stocks showed a decrease of 12,000,000 lbs. of regular lard, and 5,000,000 lbs. of other lard during the month, with the total of about 66,000,000 lbs., against a total last year of 71,000,000 lbs. The total stock of all kinds of meats increased about 500,000 lbs., with the grand aggregate 104,000,000 lbs., against 103,500,000 lbs. last month, and 112,700,000 lbs. last year.

The Chicago packing this season since February 25 has been 3,224,000 lbs., against 3,012,000 lbs. last year, and 2,853,000 lbs. two years ago. The slight increase in the packing is partly responsible for the showing as made by the stocks this month.

Export Situation Reviewed.

Regarding the possible export situation and the influence of European conditions upon the export trade, the review of the National City Bank make a most interesting showing. It says: "The reaction of European conditions upon business in the United States is in the effect they have on European purchases here. They are mainly of foodstuffs and raw material, and, although European consumption has been diminished, the absence of Russian exports and the falling off of production throughout Europe has concentrated demand upon this country to such a degree that in most lines our exports have not fallen off below the average of pre-war years, although much below those of the war period and the year following."

It then gives a very interesting analysis of the export movement in leading articles, showing a vast increase in condensed milk, compared with the pre-war average, and

an excess of pork products over the pre-war average, and also an excess in butter and cheese, while the export of wheat and corn has been distinctly over the pre-war average.

It says further: "This dependence of Europe upon imports does not seem likely to be altered much in the next few years. An increased supply of foodstuffs in Europe must be produced mainly in Russia and the country bordering upon it. In Russia, the conditions are not promising and, elsewhere, agricultural conditions have undergone an important change in the distribution of large estates among small holders. The effect thus far everywhere is reduced production, the new proprietors as a rule not giving as good cultivation as was given under the old system."

Lard Stocks at Main Centers.

Stocks of lard at seven principal western packing points decreased 18,000,000 lbs. during August. The lard total is 83,000,000 lbs., against 92,000,000 last year, and 113,000,000 two years ago. Meat stocks of all kinds decreased 9,000,000 lbs. in August, totaling 260,000,000 lbs., against 255,000,000 last year, and 313,000,000 two years ago.

PORK.—The market has remained dull, but is rather steady with mess at New York \$27.00@28.50; family, \$28.00@29.00, and short clears, \$22.50@29.50. Chicago mess pork, \$24.50.

LARD.—The market has been weaker with demand slow. At New York prime western was quoted at 11@11.10c; middle western, 10½@10¾c; New York City, 10¾c nominal; refined to the continent, 12.15c; South American, 12.40c, and Brazil, 13.40c. Compound at New York has been in poor demand and dropped to 10¼@10½c, following the weakness in cottonseed oil. At Chicago regular lard in round lots was quoted at 10c over September; loose lard, 25c under September, and leaf lard at 10½c.

BEEF.—The Eastern market was quiet with mess at New York \$11.50@12.50; packet, \$12.00@13.00; family, \$14.00@15.00, and extra India mess, \$23.00@24.00.

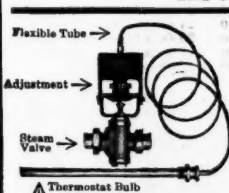
SEE PAGE 33 FOR LATER MARKETS

Exact Temperature Control Essential to Proper Hog Dehairing

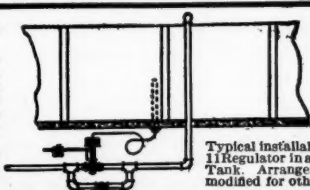
By keeping the temperature in the scalding tank at an unvarying and proper degree you will eliminate mutilation or cutting of the skins. It is an easy matter to allow the water to get too hot by hand regulation.

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These automatic machines keep the temperature at the proper degree. They control the heat with unvarying accuracy because the thermostatic bulb which is immersed in the water is sensitive to all temperature variations. Powers Regulators are simple to install and insure uniform temperature without further attention. They protect the quality of your product and conserve the time and labor of your employees.



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(1406-A)

PROVISION SITUATION IS BRIGHT. Stocks Are Reduced and Larger Demand for Hams and Other Meats Is About Due.

The following statement on the provision situation was issued this week by Cross, Roy & Saunders:

Chicago, September 2, 1922.

To the Trade:

Stocks of provisions in Chicago at the close of business on August 31 show the total cut of meats to be 104,000,000 lbs., against approximately 113,000,000 lbs. one year ago—a decrease of 9,000,000 lbs., with short ribs, D. S. and pickled bellies and D. S. extras showing the largest decreases.

We anticipate a very good demand from the South within the next few weeks, and believe light and medium average D. S. bellies are bound to bring materially higher prices than they are quoted at today.

The total stocks of lard are 65,600,000 lbs. against 71,500,000 lbs. one year ago. Cash lard is selling at a premium over September, and with all packers reporting a tremendous domestic trade, we look for some advance from present prices without any help in the way of export buying. (We were about to say "export demand." The demand is there, and it does not seem unreasonable to anticipate arrangements necessary for financing at least some purchases. If this expectation should be realized, lard will advance sharply, as stocks are not excessive.

Hams Offered Too Freely.

The outstanding feature of the report, however, is the stock of sweet pickled hams. With hundreds of thousands of men out of work in the coal fields, the largest consuming centers for hams in this country; with a railroad strike, and with cold weather, the ham stock, which is 23,500,000 lbs., decreases almost one million pounds in August, this decrease being about twice as great as it was in the same month one year ago.

With the intensive campaign being waged now by all packers to move hams in consuming channels, with warm weather and low prices, it looks to us as though thirty days from now some of the hams being offered at present levels may look very badly sold. We are only stating a fact which every sales manager is cognizant of, when we say that it is practically impossible to move any product in considerable quantities by continually offering such product at lower prices today than it was offered at the day before. This, in our opinion, is the main reason for sweet pickled hams being offered without sale at prices so much under the cost of production as to be amusing, if the situation were not serious.

Better Demand for Hams Abroad.

We are quoting from a letter from Liverpool under date of August 17 from a well-known dealer, which reads as follows: "We are pleased to report an improvement in the position on hams on this side. We think there will be a good spot market for the next six to eight weeks, in view of the fact that packers have been discouraged from consigning freely, and the c. i. f. buyers have been operating very cautiously for some time past, and we look for a considerable improvement in the position not only of bacon, but of hams also."

Since that letter was written ham prices have declined approximately 10 shillings, but that decline in price in our opinion does not alter the fact that stocks in England are not excessive, and we confidently expect liberal orders just as soon as the British buyer believes our market is on the bottom.

With all the foregoing in mind, we are advising our customers to offer their hams sparingly, and while we are frank to say that we are without orders today for sweet pickled hams and skinned hams, we confidently believe that within the next two weeks the demand will improve also, and at least a fair price be realized for

any surplus offerings our customers may have to sell.

With the coal strikes out of the way and with hot weather helping the demand, we look for stocks to be cut down very rapidly, and regardless of present prices of green hams, we will see higher prices by October 1 for sweet pickled hams than are offered today.

BRITISH PROVISION MARKET.

(Special Report to The National Provisioner.)

Liverpool, England, August 26, 1922.

In American bacon the market this week has been quiet, but without any definite change. Supplies are moderate but the demand is restricted, buyers lacking confidence owing to the further easing in live hogs at Chicago. Clear bellies are about the firmest cut and fair inquiry has been received at hardening values. For other selections the tendency is quieter, with Cumberlands and Wiltshires not selling quite so well. In hams the tone is quiet and the tendency is easier. Shoulders are in limited demand. Lard is firmer and the supplies are well held.

STOCKS OF PROVISIONS.

Stocks of provisions at leading centers on August 31, 1922, with comparisons, are officially reported as follows:

	PORK, BBLs.	Aug. 31, 1922.	July 31, 1922.	Aug. 31, 1921.
Chicago	24,282	26,396	27,353	
Kansas City	2,964	2,908	4,379	
Omaha	2,000	2,855	4,239	
St. Joseph	892	816	1,575	
Total pork, bbls.	30,738	32,975	37,546	
	LARD, LBS.	Aug. 31, 1922.	July 31, 1922.	Aug. 31, 1921.
Chicago	65,626,451	82,815,792	71,527,793	
Kansas City	3,653,196	3,747,815	5,726,335	
Omaha	4,866,238	4,883,088	5,103,768	
St. Joseph	1,912,962	617,813	3,412,317	
Total lard, lbs.	76,068,847	92,064,508	85,770,213	
	CUT MEAT, LBS.	Aug. 31, 1922.	July 31, 1922.	Aug. 31, 1921.
Chicago	104,002,520	103,570,103	112,786,906	
Kansas City	44,587,591	49,861,000	38,914,300	
Omaha	37,090,960	37,694,000	33,283,026	
St. Joseph	22,642,162	26,227,535	24,014,070	
Tot. cut meats, lbs.	208,323,212	214,352,638	208,998,302	

BUFFALO AUGUST LIVESTOCK.

Receipts, shipments and slaughter of livestock at Buffalo, N. Y., during August, 1922, are reported by the U. S. Bureau of Agricultural Economics as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts (include "drive-ins")	24,189	21,182	103,264	74,440
Total shipments (include "drive-outs")	15,739	15,220	55,677	57,195
Local slaughter (include "drive-outs")	8,300	5,962	47,587	16,645

EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ending Sept. 2, 1922, with comparisons:

	PORK, BBLs.		
	Week ended Sept. 2, 1922.	Week ended Sept. 3, 1921.	From Nov. 1, 1921, to Sept. 2, 1922.
United Kingdom....	10	.....	5,251
Continent.....	1,500	372	14,701
So. and Cent. Amer.....	.....	410	1,037
West Indies.....	.....	400	7,626
B. N. A. Colonies.....	.....	100	470
Other countries.....	.....	.....	705
Total.....	1,510	1,282	29,790
	BACON AND HAMs, LBS.		
United Kingdom.....	8,296,900	8,538,000	330,891,100
Continent.....	4,741,500	2,195,000	100,391,450
So. and Cent. Amer.....	.....	107,100	1,008,321
West Indies.....	.....	1,445,200	7,545,683
B. N. A. Colonies.....	.....	25,000	103,800
Other countries.....	100,000	36,500	1,151,953
Total.....	13,138,400	12,345,300	441,692,327

RECAPITULATION OF THE WEEK'S EXPORTS.

	From—	Pork, lbs.	Bacon and ham, lbs.	Lard, lbs.
New York	1,510	6,494,400	8,926,032	
Boston	1,510	969,000		
New Orleans	1,510		191,000	
Montreal	1,510	5,684,000	1,047,000	
Total, week	1,510	13,138,400	10,164,032	
Previous week	1,282	850	9,304,000	14,362,963
Two weeks ago	1,282	12,513,000	9,700,371	
Cor. week, 1921	1,282	12,345,300	19,696,882	
Comparative summary of aggregate exports, in lbs., from Nov. 1, 1921, to Sept. 2, 1922.				
Pork	5,958,000	8,619,000	2,661,000	
Bacon and ham	441,692,327	519,159,187	77,466,860	
Lard	508,166,648	715,599,979	207,433,331	

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Markets at Chicago and three Eastern markets on Thursday, September 7, 1922, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef—				
STEERS:				
Choice	16.00@16.50	16.00@16.50	17.50@18.00	17.00@17.50
Good	15.00@16.00	16.00@16.50	16.00@17.00	15.50@16.00
Medium	13.50@14.50	13.00@15.00	13.00@15.00	12.00@14.00
Common	9.00@11.00	8.00@11.00	10.00@12.00	9.00@11.00
COWS:				
Good	11.00@12.00	9.00@10.00	13.00@14.00	10.00@11.00
Medium	9.50@10.00	8.00@9.00	11.00@12.00	8.50@9.50
Common	7.00@9.50	8.00@9.00	8.50@10.00	7.50@8.50
BULLS:				
Good	10.00@11.00	9.00@10.00	10.00@12.00	9.00@10.00
Medium	9.00@10.00	8.00@9.00	9.00@10.00	8.00@9.00
Common	6.25@6.50	6.00@7.00	6.50@8.00	6.50@7.00
Fresh Veal—				
Choice	19.00@20.00	19.00@20.00	20.00@22.00	19.00@20.00
Good	17.00@18.00	17.00@18.00	15.00@19.00	16.00@18.00
Medium	13.00@15.00	12.00@14.00	13.00@14.00	12.00@14.00
Common	10.00@12.00	10.00@12.00	11.00@12.00	10.00@12.00
Fresh Lamb and Mutton—				
LAMBS:				
Choice	25.00@26.00	26.00@27.00	26.00@28.00	27.00@29.00
Good	24.00@25.00	24.00@26.00	23.00@24.00	25.00@27.00
Medium	21.00@23.00	22.00@24.00	22.00@23.00	23.00@25.00
Common	15.00@18.00	16.00@18.00	18.00@21.00	15.00@20.00
YEARLINGS:				
Good	14.00@15.00	14.00@15.00	14.00@15.00	14.00@15.00
Medium	13.00@14.00	13.00@14.00	13.00@14.00	13.00@14.00
Common	12.00@13.00	12.00@13.00	12.00@13.00	12.00@13.00
MUTTON:				
Good	14.00@15.00	14.00@15.00	14.00@15.00	14.00@15.00
Medium	13.00@14.00	13.00@14.00	13.00@14.00	13.00@14.00
Common	12.00@13.00	12.00@13.00	12.00@13.00	12.00@13.00
Fresh Pork Cuts—				
LOINS:				
8-10 lb. average	27.00@29.00	25.00@26.00	26.00@29.00	25.00@27.00
10-12 lb. average	24.00@26.00	23.00@25.00	24.00@27.00	24.00@26.00
12-14 lb. average	20.00@22.00	21.00@22.00	20.00@24.00	19.00@22.00
14-16 lb. average	18.00@19.00	17.00@20.00	16.00@18.00	17.00@19.00
16 lb. over	14.00@16.00	13.00@15.00	14.00@15.00	14.00@15.00
SHOULDERS:				
Plain	13.00@14.00	13.00@14.00	15.00@16.00	14.00@15.00
Skinned	13.00@14.00	13.00@14.00	15.00@16.00	14.00@15.00
PICNICS:				
4-6 lb. average	12.50@13.00	13.00@13.50	12.50@14.00	12.50@13.00
6-8 lb. average	11.00@12.00	12.00@13.00	11.00@12.00	11.00@12.00
BUTTS:				
Boneless	17.00@19.00	17.00@19.00	17.00@19.00	17.00@19.00
Boston style	17.00@19.00	17.00@19.00	17.00@19.00	17.00@19.00

*Veal prices include "hide on" at Chicago and New York.

TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW—Quiet market ruled in tallow the past week, with the undertone steady. In some quarters the market was quoted as firmer, but demand was more or less routine, and the market paid little attention to the action of outside greases. Offerings were rather light. At Liverpool Australian fine tallow was held at forty shillings, but good mixed was 1s 6d lower than last week at 36s 9d. At the London auction 706 casks were offered and 423 casks sold, prices 6d. lower. At New York prime city was quoted at 5½¢ nominal, special loose at 6½¢@6½¢, extra 6½¢ and edible 7¼¢@8¢. At Chicago packers' No. 1 was quoted at 6¼¢@6½¢, packers' prime 6¼¢@7¢, and edible 7¼¢@8¢.

OLEO STEARINE—The market was firmer, with sales reported at 9¼¢ and at 10¢, the latter for export. Offerings were lighter, and the improvement in the demand tended to create a holding tendency throughout the market. At New York oleo was quoted at 10¢ nominal and at Chicago 9½¢@9¼¢.

OLEO OIL—The market was dull and nominal, with extra at New York quoted at 12¢ and extra at Chicago 11¢@11¼¢.

SEE PAGE 33 FOR LATER MARKETS

LARD OIL—While demand has not been brisk, the consuming call has been seasonal, and the market steady, notwithstanding the heaviness in pure lard. At New York edible was quoted at \$1.08@1.10 per gallon, extra winter at 90¢, extra at 84¢, No. 1 at 75¢, and No. 2 at 71¢.

NEATSFOOT OIL—A quiet market is reported in all quarters and the cost of production is the mainstay of quotations. At New York pure was quoted at 97¢@99¢, extra No. 1 at 78¢@83¢, No. 1 at 75¢@77¢, cold-pressed \$1.38@1.50.

GREASES—The market continues quite active and firm, with the high grades in demand and sparingly offered. Export interest continues in evidence for choice white, and domestic trade is sufficiently large to maintain the market. At New York yellow and choice house were 5¼¢@6¼¢, brown at 5¢@5½¢ and choice white at 8¢@8½¢, according to seller. At Chicago brown was quoted at 5¼¢@5½¢, house at 5¼¢@5½¢, yellow 5¼¢@6¢, and choice white at 7¢@7½¢.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, September 5, 1922.—Latest quotations on chemicals and soap makers' supplies are reported as follows:

Seventy-six per cent caustic soda, 3¼¢@4¢ lb.; 98% powdered caustic soda, 4¼¢@4½¢ lb.; 58% carbonate of soda, 2¢@2½¢ lb.

Clarified palm oil in casks of 2,000 lbs., 7¼¢@7½¢ lb.; commercial yellow olive oil, \$1.17@1.20 gal.; olive oil foots, 9¼¢@9½¢ lb.; Cochin coconut oil, 10¢@10¼¢ lb.; Ceylon coconut oil, 8½¢@9¢ lb.

Prime summer yellow cottonseed oil, 10¢@10¼¢ lb.; soya bean oil, 11½¢@12¢ lb.; imported linseed oil, 83¢ gal., duty paid; corn oil, nominal, 10½¢@11¢ lb.; peanut oil in bbls., New York, deodorized, 12¼¢ lb.; peanut oil, crude, in tanks, f. o. b. mills, 9¼¢@9½¢ lb.

Prime city tallow, special, 6½¢ lb.; prime city tallow, extra, 6¼¢ lb.; dynamite glycerine, nominal, 15¼¢@16¢ lb.; saponified glycerine, 12¢@12¼¢ lb.; crude soap glycerine, 10¼¢ lb.; chemically pure glycerine, 17¢ lb.; prime packers' grease, 5½¢@6¼¢ lb.

GREEN AND SWEET PICKLED MEATS.

(Special Letter to The National Provisioner from the Davidson Commission Co.)

Chicago, September 5.—Quotations on green and sweet pickled meats f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8-10 lbs. avg., 15¢; 10-12 lbs. avg., 15¢; 12-14 lbs. avg., 15¢; 14-16 lbs. avg., 15¢; 16-18 lbs. avg., 15¢; 18-20 lbs. avg., 15¢. Sweet pickled, 8-10 lbs. avg., 16¼¢; 10-12 lbs. avg., 16¢; 12-14 lbs. avg., 16¢; 14-16 lbs. avg., 16¢; 16-18 lbs. avg., 16¢; 18-20 lbs. avg., 16¼¢.

Skinnet Hams—Green, 14-16 lbs. avg., 17½¢; 16-18 lbs. avg., 17¼¢; 18-20 lbs. avg., 17¢; 20-22 lbs. avg., 16¢; 22-24 lbs. avg., 16¢. Sweet pickled, 14-16 lbs. avg., 19¢; 16-18 lbs. avg., 18½¢; 18-20 lbs. avg., 18¢; 20-22 lbs. avg., 17½¢; 22-24 lbs. avg., 17¢.

Picnic Hams—4-6 lbs. avg., 10½¢; 6-8 lbs. avg., 10¢; 8-10 lbs. avg., 9¢; 10-12 lbs. avg., 8¢. Sweet pickled, 4-6 lbs. avg., 11¢; 6-8 lbs. avg., 10½¢; 8-10 lbs. avg., 9½¢; 10-12 lbs. avg., 8½¢.

Clear Bellies—Green, 6-8 lbs. avg., 21¢; 8-10 lbs. avg., 18½¢; 10-12 lbs. avg., 17¢; 12-14 lbs. avg., 16¢; 14-16 lbs. avg., 15¼¢. Sweet pickled, 6-8 lbs. avg., 20½¢; 8-10 lbs. avg., 19¢; 10-12 lbs. avg., 17¢; 12-14 lbs. avg., 16¢; 14-16 lbs. avg., 15¼¢.

PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, September 6, 1922.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 31¢@33¢; green hams, 8-10 lbs., 18¢; 10-12 lbs., 17½¢; 12-14 lbs., 17½¢; green clear bellies, 8-10 lbs.,

20¢; 10-12 lbs., 18½¢; 12-14 lbs., 18¢; green rib bellies, 10-12 lbs., 18½¢; 12-14 lbs., 17½¢; sweet pickled clear bellies, 6-8 lbs., 19¢; 8-10 lbs., 19¢; 10-12 lbs., 18¢; 12-14 lbs., 17½¢; sweet pickled rib bellies, 10-12 lbs., 18¢; 12-14 lbs., 17½¢; sweet pickled hams, 8-10 lbs., 18¢; 10-12 lbs., 18¢; 12-14 lbs., 17½¢; dressed hogs, 16¼¢; city steam lard, 10½¢; compound, 10½¢.

Pork loins, 8-10 lbs., 26-27¢; 10-12 lbs., 25¢; 12-14 lbs., 24¢; 14-16 lbs., 23¢; skinned shoulders, 15½¢; boneless butts, 25¢; Boston butts, 17¢@20¢; lean trimmings, 15¢; regular trimmings, 10¢; spareribs, 8½¢; neck ribs, 4½¢; kidneys, 4½¢; livers, 2¢; pig tongues, 16¢; pig tails, 10¢.

FOREIGN EXCHANGE SITUATION.

Editor's Note.—This statement is prepared weekly by the Institute of American Meat Packers from information obtained from The Merchants Loan & Trust Company, Chicago, Ill.

Country.	Unit.	Par value in U. S. money.	Value on Sept. 7.
Austria—Krone	\$.203	.000015
Belgium—Franc193	.0738
Czechoslovakia—Krone268	.0349
Denmark—Krone193	.2145
Finland—Finnmark193	.0215
France—Franc193	.0783
Germany—Mark238	.0007½
Great Britain—Pound	4.846	4.46¼
Greece—Drachma193	.0267
Italy—Lira193	.0436
Japan—Yen498	.48
Jugo-Slavia—Krone	*	.0030
Netherlands—Florin402	.39
Norway—Krone208	.1067
Poland—Polish mark	*	.00122
Roumania—Leu193	.0072
Russia—Rouble515	.....
Serbia—Dinar193	.1225
Spain—Peseta193	.2552
Sweden—Krona268	.2942
Switzerland—Franc193	.1900
Turkey—Turkish pound	4.40	.....

*No par of exchange has been determined upon and will probably not be fixed until after the Allies have decided upon all of the requirements from these countries.

Packinghouse By-Products Markets

Blood.

Chicago, September 7, 1922.

Blood has been offered a little more freely this past week due to a slackening in the digester business. But on the whole the market has been pretty quiet though there was some trading.

Unit ammonia.
Ground \$4.20@4.32
Crushed and unground 3.90@4.15

Digester Hog Tankage Materials.

The digester business has fallen off quite a little for this season of the year. Buyers are not as anxious for materials as they were.

Unit ammonia.
Ground, 11½ to 12% ammonia \$4.20@4.30
Ground, 10 to 11% ammonia 3.90@4.15
Ground, 7 to 9% ammonia 3.35@3.63

Fertilizer Tankage Materials.

The fall season is practically over as far as raw materials are concerned. The market in fertilizer materials is somewhat easier, though the same prices prevail for the most part.

Unit ammonia.
High grade, ground, 10-11% ammonia \$3.50@3.65
Lower grade, unground, 6-9% ammonia 3.25@3.40
High grade, unground 3.25@3.40
Medium grade, unground 3.00@3.25
Low grade and country rend., unground 2.50@2.85
Hoof meal 3.00@3.25
Liquid stick 2.50@2.75
Hair tankage, dry, unground 2.50@2.75

Bone Meals.

Demand for bone meals is letting up and they have been offered this week at prices a shade under the previous week's asking prices.

Per ton.
Raw, bone meal \$32.50@35.00
Steamed, ground 24.00@26.00
Steamed, unground 19.00@21.00
Grinding hoofs, pig toes, dry 28.00@30.00

Cracklings.

The market for cracklings has been easier, particularly on pork. However, there has not been much trading.

Per ton.
Pork, according to grease and quality \$65.00@75.00
Beef, according to grease and quality 50.00@60.00

Glue and Gelatin Stock.

Jaw skulls and knuckles have eased off a bit, due to the fact that the grinding season is over and strictly glue manufacturers say they cannot pay the prices that have been prevailing. Sinews and pizels have been offered more freely, most buyers claiming that their requirements are filled for the time being.

Per ton.
Calf stock \$35.00@40.00
Edible pig skin strips 75.00@80.00
Rejected manufacturing bones 50.00@60.00
Horn piths 30.00@32.50
Cattle jaws, skulls and knuckles 28.00@30.00
Junk and hotel kitchen bones 22.50@25.00
Hog, calf and sheep bones 25.00@28.00
Sinews, pizels and hide trimmings 19.00@21.00

Mfg. Bones, Horns and Hoofs.

The situation is about the same as last week. Horn offerings are limited and also offerings of manufacturing bones.

No. 1 horns \$235.00@255.00
No. 2 horns 175.00@225.00
No. 3 horns 100.00@150.00
Culls 25.00@30.00
Hoofs, black and striped 32.00@35.00
Hoofs, white 60.00@70.00
Round shin bones, unsorted, heavies 60.00@65.00
Round shin bones, unsorted, lights 50.00@55.00
Flat shin bones, unsorted, heavies 55.00@60.00
Flat shin bones, unsorted, lights 45.00@50.00
Thigh bones, unsorted, heavies 60.00@65.00
Thigh bones, unsorted, lights 45.00@50.00

Hog Hair.

Demand for hog hair has been good. Winter coil dried has been quoted at 3 cents and in general the market is about the same as it was last week.

Pig Skin Strips.

The market during the past week has been mostly a nominal one with very little trading. No. 1 tanner stock sold this week at 5¼¢ per lb., with No. 2's and 3's going for gelatin purposes, if government inspected, at 4¢ per lb.

COST FACTORS IN COTTON OIL INDUSTRY

Ways in Which Accounting Turns Loss Into Profit

By G. M. Pelton, Accounting Department, Swift & Company.*

"There is a profound necessity for greater stability in our production and distribution," said Mr. Herbert Hoover, Secretary of the United States Department of Commerce, in an article published in the New York Evening Post, March 18, 1922. He also stated that "One needs to search no further than our intermittent industries, our acute booms and depressions, for proof of that. Nor are booms and depressions theoretical things. They are vast destructions of enterprise, of capital and of employment.

He then goes on to point out that "The legitimately formed associations have contributed greatly to the improvement of business morals and practices, have cheapened our production and distribution processes, have improved working conditions, have, by the statistics they publish of production and distribution, enabled our whole commercial public to form safer judgments as to their future policies. They have contributed to the advancement of our foreign commerce, and generally they have interested themselves in our economic welfare. These services should be preserved and even better organized."

Without doubt, this is exactly the type of service which the North Carolina Cotton Seed Crushers' Association is giving to the cottonseed oil industry. It is this type of service which is most needed in business today. And, in this connection, it is necessary to have and make use of adequate cost information.

Costs Only Recently a Vital Factor.

Costs in the cotton seed oil industry, heretofore, or at least until the last two or three years, were not such a vital factor in the business. For many years in the past, the cotton seed crushing business had been a very profitable one. The record of the industry as a whole showed very profitable results. In most cases, the results obtained during the war were also very profitable.

During the seasons of 1913-14 to 1918-19 inclusive, the average prices of crude cotton seed oil showed favorable trends. That is, each year there was a seasonal advance in oil, and, therefore, a wide spread between the cost of seed on the one hand and the prices which were obtained for oil and other products on the other hand.

This situation also applied to a very large extent in the pre-war years. A man would go out and buy seed during the buying season at a competitive price for seed, whatever that might be, and practically regardless of the amount paid for seed and the expense of doing business, because of a seasonal advance in oil and other products he could almost always expect to test out to a profit. He would buy seed at whatever the market was, put it through the mill, and would depend on this seasonal advance to show a profit.

Fortunately, this was almost invariably the situation, and he practically always realized good profits. He did not have to

be careful about his accounting. This was because it had been his experience year after year to meet with an advancing market, emphasizing as it did more and more each year the importance of volume, and, at the same time, having a tendency to minimize the importance of cost. In other words, if he was fairly honest with himself, he could not help making money.

Although, during the period of the war, the government necessarily fixed the price of cotton seed oil, as it did also that of many other basic commodities, it is nevertheless true that cotton seed oil prices showed a disproportionate increase from 1913 to 1919 of about 400 per cent; whereas general commodity prices increased only about 112 per cent during the same period.

At the same time, there was a very considerable expansion in physical producing facilities. But, because of the high prices received for oil and other products, and in spite of the increase in the number of producing units, with a resultant decreased volume per mill, and also in spite of increased expenses, both direct and of a fixed charge nature, it was possible because of the wide spread between cost and selling prices to show a sufficient gross margin of profit to produce very favorable net results.

Costs Are Now Vital.

We have no assurance, however, that the industry, at least in the near future, is likely to see the conditions that prevailed during the past two or three generations. It is now on a highly competitive basis. Probably 50 per cent, perhaps 75 per cent of the physical plants now in existence could handle all of the present oil business. This means competition if it means anything. For some time, at least, it does not look as though the industry will be able to buy at the going price for seed and depend on seasonal advances in oil and other products to net a profit. And the most important thing in this connection is that if a man buys seed during the season at a price which will test out at a loss to him in relation to the current value of the products, he is simply speculating and nothing more.

All of this tends to show that the industry must become more and more of a real manufacturing industry in performing those services rather than the speculative industry that it has been to a considerable degree in the past. It is the purest speculation to buy seed at \$30 a ton during the year when it tests out at a \$5 per ton loss at the time bought.

This does not mean that the purchase of seed should be discontinued or even lessened, but it does mean that the total cost should be used in determining the maximum price that can be paid for seed at the time of its purchase. It should be easy to determine this cost from the facts and figures which the average operator already has in his possession. Some operators may not think that they are figuring costs and actually may not be doing so in the ordinary sense of the term. But, in any event, it is necessary to consider all of the costs of doing business if dependable results are to be obtained.

Types of Cost to Consider.

As you all know, in a broad practical way there are three fundamental methods of cost finding in use today, such as:

- a. Ordinary cost.
- b. Major and by-product cost.
- c. Cost for joint product.

Ordinary cost, covering ordinary manufacturing operations, is found in the majority of industrial concerns which put together materials, labor and expenses in producing a finished product. This type of cost finding is most commonly used and is usually thought of when cost figuring is mentioned. The idea is to add together a known amount of material of a determinable cost, a definite amount of labor of ascertainable cost, and an average amount of overhead expense, the total of which makes up the cost of the finished product.

Some of the more common illustrations of ordinary cost are in construction work, such as iron and steel building, plumbing, machinery manufacturing, road building, bridge and trestle construction, in industrial organizations manufacturing suits, hats, coats, dresses, furniture, boxes, soap, fertilizer, butter, oleomargarine, canned meats, etc.

In major and by-product costs, the method of computing cost is somewhat as follows:

1. To a known cost of materials used.
2. Add additional costs and expense incurred.
3. Which makes the total outlay.
4. From which is deducted the value of the by-products produced.
5. The balance is the cost of the major or prime product.

The problem of costing for major and by-products is found in several industries, such as the petroleum industry, the production of many farm products, the production of gas, coke, etc., by gas plants, and the cattle business in the packing industry, etc.

The third type of cost finding, or cost for joint products, is applicable to the disintegration or breaking up of something of known cost into several or many parts, none of which are major products. The products produced are simply joint products, and it is impossible to figure the cost of each separately, although the cost of the whole group may be readily determined.

Because of this, it is usually impracticable to apply an average cost to all of the various products produced due to the fact that usually some of them are of high grade and relatively high value, whereas others are of different grade or kind with relatively lower value. An average cost in this case would therefore be entirely misleading. The method of cost finding as ordinarily used in this case is about as follows:

1. Determine the value of all of the products produced.
2. Determine the cost of materials going into these operations.
3. Determine the amount of expense incurred.
4. The total of the materials and expenses makes the total outlay.
5. Compare the total outlay with the total value of all products produced to determine the transfer price, or, in certain instances, the margin of profit or loss.

This type of cost finding is found in the sorting or grading of tobacco, the glue business, the refining of mineral oil, the hog business in the packing industry, and the cotton seed oil industry, etc.

To all outward appearances, the cotton seed oil business is one of the best examples of cost for joint products. It may not be called cost by the average operator, but, as a matter of fact, it is cost, for that is the only way to figure the business.

(Continued next week.)

SOUTHERN MARKETS.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Sept. 7, 1922.—Sales of Memphis crude cottonseed oil today at 6 cents. Meal 43 per cent, \$34.00. Loose hulls, \$6.25 at mills. This immediate territory is not running yet.

*Address delivered at the annual convention North Carolina Cotton Seed Crushers' Association, Norfolk, Va.

VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

New Season's Lows—Trade Larger—
Hedging Increasing—Crude Prices
Slump—Lard Weak—Cash Trade
Quiet—Support Limited.

Operations in cotton oil futures on the New York Produce Exchange the past week were on a broader scale, and under decided weakness in crude oil, crude prices breaking two cents a pound from the levels of a week or two ago, Southwest undersold 5½c, Valley 5½c, Texas 5½c, and consequent hedging pressure, cotton oil slumped sharply to new low levels for the season, liquidation running into stop loss orders and the market at one time giving the appearance of a virtual collapse. The heaviest pressure was again noted in the old crop positions, particularly October, this month being relatively adversely affected by the fact that crude had dropped, and was offered freely at times at better than a full hedging difference.

The weakness in the lard market, lard prices also making new lows for the season, and the slump in cotton, notwithstanding the less favorable outlook as indicated by the government report, added to the depressed feeling that prevailed in oil quarters, the result of a poor cash trade and a lack of outside speculative buying sufficient to stay the declines. The short interest found it rather easy to cover large quantities, and while active support developed at times, through cot-

ton houses credited to western refiners, it was not until after the middle of the week that the market began to show evidence of a sold-out position.

Decline Due to Carry-over.

The situation bringing about the decline in oil prices was not a peculiar one, and was purely a position of supply and demand. The carry-over of old oil at the end of the season was larger than most of the trade had figured upon and with a new crush in sight decidedly larger than last year's and much heavier than last year's actual consumption, brought out forcibly the fact that cottonseed oil must go to a more normal difference under pure lard to increase consumption, or that cottonseed oil must, at least, get down to the level where it would again go to the soap kettle. For the first time in months the oil differences under lard are beginning to become sizeable, and for the first time in a long while compound has at last got under the levels of pure lard. The fact that compound ruled above pure lard last year was the leading feature in reducing cotton oil consumption, and with compound on a better competitive basis with lard it is only natural to anticipate that the return of increased use of compound is about at hand, particularly if lard continues to command a premium or increases its price over the substitute.

Talk of Six Cent Oil.

In trade circles one hears much of six

cent oil, and possibly less for the new crop positions, but this depends largely upon later developments, and at the present time the advantage would appear to be on the constructive side rather than the destructive. With crude oil seeking low levels, the possibilities of a smaller crush than usual again enter the situation because of the fact that in sections seed levels will seek values that would hardly pay to haul the seed much of a distance.

As a result, there is more or less uncertainty now as to the probable production of cotton oil this year—in fact more so than when the market was a cent a pound or more higher. At the same time, the following analysis is well to keep in mind:

Cottonseed Oil Supplies.

The Government cotton crop estimate of 10,575,000 bales permits the following analysis of the prospective cotton oil supplies for this season:

On a basis of 900 lbs. of seed to the bale of cotton, available seed supplies for seeding the next cotton crop and for oil crushing would be approximately 4,759,000 tons.

On an average of about a bushel per acre for seed, it would take 578,000 tons to seed 35,000,000 acres next season, leaving available for crushing 4,181,000 tons.

On the basis of 310 lbs. of crude oil per ton of seed, and an average refining loss of seven per cent, the indications point to

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Pacific Northwest Representative: W. J. LAKE & CO. Inc., Central Bldg., Seattle, Wash.

a yield of oil on the present cotton estimate of about 3,010,000 bbls.

In cotton oil trade circles the prospective crush of available seed supplies is usually figured at 85 per cent of the total seed received. On this basis the indicated crush of new oil would be 2,890,400 bbls.

Taking the smaller outlook, or 2,890,000 bbls., and adding the carry-over of 430,000 bbls., the prospective supplies for this season are 3,320,000 bbls. compared with an actual consumption last season, domestic and export, of 2,256,000 bbls.

It can be readily seen that, even though the cotton crop has lost considerable ground, the supplies of cottonseed oil in sight are still far above the consumption last year, and unless increased use of cotton oil is witnessed this season, oil is apt to be a pressure on the market.

Cotton weather conditions have not improved, and much complaint is still heard of weevil, but there is more or less evidence of a disposition to regard the Government Report as slightly too low. Lard stocks at Chicago decreased about 17,000,000 lbs. during August and on September 1 total 65,625,000 lbs., against 71,528,000 on September 1 last year. The stocks of lard at the seven principal Western packing points decreased 18,000,000 lbs. during August, and totaled 83,000,000 lbs., against 92,000,000 lbs. last year, and 113,000,000 lbs. two years ago.

No Big Foreign Demand Ahead.

In regard to export business, trade leaders are not looking for any big foreign cotton oil demand at present. It was said that recently Holland, Sweden, Norway and Denmark had bought sparingly, and had shown quite a little interest, but that the weakness in the market had apparently changed the foreigners' ideas. Should the continental exchange rates continue to advance, and cotton oil prices continue to decline, some would not be surprised if this year's sales of cotton oil are larger than the small business of last year.

COTTONSEED OIL.—Market transactions:

Thursday, August 31, 1922.

	Range		Closing	
	Sales.	High. Low.	Bid. Asked.	
Spot .....	.....	.....	860 a	900
Sept.	4600	900 855	860 a	864
Oct.	13500	838 820	820 a	825
Nov.	1100	777 773	776 a	778
Dec.	2300	779 774	775 a	776
Jan.	2400	777 774	775 a	777
Feb.	400	780 776	777 a	780
March	3600	790 786	787 a	790
April	100	800 800	795 a	800

Total sales, including switches, 29,200 Prime Crude S. E. 675 nominal.

Friday, September 1, 1922.

	Range		Closing	
	Sales.	High. Low.	Bid. Asked.	
Spot .....	.....	.....	890 a	.....
Sept.	2100	861 859	859 a	860
Oct.	4200	830 820	820 a	822
Nov.	2700	778 772	775 a	779
Dec.	1000	778 768	775 a	777
Jan.	2000	776 772	776 a	777
Feb. ....	.....	.....	777 a	780
March	1400	794 786	787 a	788
April	100	815 815	795 a	805

Total sales, including switches, 17,700 Prime Crude S. E. 650 nominal.

Saturday, September 2, 1922.

	Range		Closing	
	Sales.	High. Low.	Bid. Asked.	
Spot .....	.....	.....	850 a	.....
Sept. ....	.....	.....	815 a	830
Oct.	2600	810 785	796 a	800
Nov.	4400	770 761	770 a	772
Dec.	2400	765 758	765 a	766
Jan.	1100	770 765	770 a	771
Feb.	100	766 766	771 a	774
March	4900	781 779	781 a	782
April ....	.....	.....	785 a	795

Total sales, including switches, 15,700 Prime Crude S. E. 625 asked.

Monday, September 4, 1922.

Holiday—No market.

Tuesday, September 5, 1922.

	Range		Closing	
	Sales.	High. Low.	Bid. Asked.	
Spot .....	.....	.....	820 a	.....
Sept.	2900	810 795	798 a	800
Oct.	6400	781 755	756 a	757
Nov.	4300	755 743	742 a	745
Dec.	4800	755 746	749 a	751
Jan.	14000	764 749	751 a	752
Feb. ....	.....	.....	755 a	758
March	7300	775 765	768 a	769
April	100	777 777	771 a	780

Total sales, including switches, 42,200 Prime Crude S. E. 600 asked.

Wednesday, September 6, 1922.

	Range		Closing	
	Sales.	High. Low.	Bid. Asked.	
Spot .....	.....	.....	800 a	.....
Sept.	600	810 794	810 a	811
Oct.	5100	770 751	770 a	772
Nov.	2600	753 730	749 a	754
Dec.	1400	758 738	755 a	758
Jan.	6100	765 745	763 a	765
Feb.	700	765 750	765 a	767
March	3400	776 761	776 a	778
April ....	.....	.....	779 a	788

Total sales, including switches, 20,500 Prime Crude S. E. 575 sales.

Thursday, September 7, 1922.

Closed 5 points lower to 5 points net higher. Sales, 22,500 bbls. Prime crude, 5.75c; prime summer yellow, spot, 8.00c; October, 7.65c; December, 7.60c; March, 7.80c; all bid.

SEE PAGE 33 FOR LATER MARKETS.

COCOANUT OIL.—Increased pressure of offerings and an easier tone have featured coconut oil. Demand was limited and talk is still heard of re-sale oil controlling the market. Copra, Manila sundried, was quoted at 4½c c. i. f. coast. At New York Ceylon type oil in barrels was 8¼@8½c, tanks coast 6¾@7c, Cochin bbls. New York, 9@9½c, tanks 8¼@8½c; edible coconut in bbls., New York 9¾@10¼c.

SOYA BEAN OIL.—With demand limited, the market continued to rule easy, and aside from possible changes in the tariffs, there was little new in the situation. At New York crude in barrels was quoted at 11¼@11½c; blown 11¾@12c; Pacific coast tanks 9¾@10c, and deodorized bbls. in New York 12@12¼c.

PEANUT OIL.—While the market was dull and prices were well maintained, the drastic weakness in cotton oil has checked the demand and materially lowered buyers' ideas. Oriental oil is nominal and out of the question. At New York crude in barrels was quoted at 11¼@11½c, tanks mills 9¼@9½c, and refined barrels New York 12@12½c. Crude cotton oil, on the other hand, was down to around 5½c southeast and Texas.

CORN OIL.—Demand is quiet but the market very steady. At New York crude in barrels was quoted at 10½@10¾c, tanks Chicago 8¾c, refined barrels New York 11½c, and in cases 11.88c.

PALM OIL.—Offerings were quite liberal, but the market firms with any evidence of demand. On the whole the market was irregular. Lagos spot was quoted at New York at 6¾@7c, shipment 7@7¼c; Niger casks 6@6½c.

PALM KERNEL OIL.—With supplies small, the market was more or less nominal with imported at New York quoted at 8½@8¾c.

COTTONSEED OIL.—Demand quiet; prime summer yellow spot barrels New York, nine cents; bleachable Texas common points 5¾c; southeast crude 5¾c; valley 5¾c; Texas 5½c.

The Procter & Gamble Co.

Refiners of all Grades of

COTTONSEED OIL

Boreas, Prime Winter Yellow
Venus, Prime Summer White
Jersey Butter Oil
Aurora, Prime Summer Yellow

Puritan, Winter Pressed Salad Oil
White Clover Cooking Oil
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Refineries: IVORYDALE, O.
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Fats, Oils, Greases

Cotton Seed Products

Cotton Oil Options on the New York Produce Exchange

COTTONSEED OILS Union Pure Salad Oil Union Choice Butter Oil Supreme White Butter Oil I.X.L. Cooking Oil Aco White Cooking Oil A. C. O. Co. Choice Summer White B Prime Summer White Sun Prime Summer Yellow Union Cottonseed Stearine	OTHER OILS Refined deodorized Coconut Oil Refined deodorized Peanut Oil Refined deodorized Corn Oil	EXPORTERS LARD and SHORTENINGS Wilcox Lard Boar's Head Shortening Cottolene Snowwhite Shortening Fairco Shortening
THE AMERICAN COTTON OIL COMPANY FAIRBANK COMPANY 65 Broadway, New York Cable Address: "AMCOTOIL"		

HIGH AMMONIA AND LOW OIL YEAR. August Meat Content Lowest in the Past Ten Years.

(Special Report to The National Provisioner from Law & Co., Atlanta, Ga.)

We find the average of seed samples analyzed in our laboratories during the month of August, 1911 to 1922, to be as follows:

August.	Damaged.	Meats.	Moisture.
1911.....	6.20%	57.90%	11.75%
1912.....	12.10	53.70	11.68
1913.....	1.90	56.40	11.77
1914.....	6.50	55.30	12.12
1915.....	1.70	54.55	11.45
1916.....	4.40	55.65	12.84
1917.....	4.00	55.65	14.00
1918.....	4.00	54.30	11.40
1919.....	8.60	55.20	12.42
1920.....	2.00	54.80	14.55
1921.....	2.00	54.65	12.00
1922.....	3.00	53.80	13.37
12 Year Ave.....	4.60	55.20	12.50

It is well worth while for anyone connected with the cottonseed industry to make a careful analysis of this report, especially in comparing the August average of this year with the twelve-year average.

Damaged.

Unless it is unusually high the per cent of damaged present in August seed is not much of a criterion as to quality, as it is very difficult to determine whether there is an actual deterioration or lack of maturity. The free acid in the oil is very high for new seed, and this indicates strongly that the quality is not so good as the early seed of the past few seasons.

Meats.

The yield from seed is governed more by the amount of meats present than any other one factor, and we regard the determination of the per cent of meats as one of the most important in a seed analysis. It will be noted that the meat content is lower for this August than it has been in ten years, and that it is 1.4 per cent lower than the twelve-year average. We have noticed a gradual decline in this percentage since the boll weevil has been prevalent in the Southeast, and the result is a decreased yield all over the section. It is the direct cause of over a gallon of oil deficiency per ton of seed so far this season.

Moisture.

Twice in the past twelve years has the August seed contained higher moisture than this season. This fact is strong reflected in the very poor press room work being done by the mills now operating. The seed is soft and very hard to crush with any degree of efficiency. This is reducing the average yield more than another gallon of oil to the ton. It is exceedingly dangerous to store seed which contain over 11 per cent moisture.

Oil.

Three years in the past twelve show a lower percentage of oil than this August and the twelve-year average indicates 1½ gallons more to the ton of seed. As stated

this is due to low percentage of meats as the oil in the kernels is about normal.

Ammonia.

Nearly every season shows a difference in the relative content of oil and ammonia in seed. While conclusions cannot be reached from the analyses of the first few weeks this now appears like a high ammonia and low oil year. The ammonia in

Oil.	Ammonia.	Available Best Work.	Gals. O'l Aver. Work.	Lbs. of Meal.
20.70%	3.64%	45.9	44.4	988
20.0	3.34	44.4	42.9	907
20.30	3.48	44.9	43.4	945
19.65	3.54	43.3	41.8	962
18.80	3.64	41.1	39.6	988
20.30	3.24	44.9	42.4	880
18.70	3.60	40.8	39.3	977
19.00	3.54	41.6	40.1	962
19.30	3.45	42.3	40.8	937
18.75	3.42	41.9	39.5	923
19.40	3.40	42.6	41.1	947
18.95	3.49	41.5	40.0	947
19.50	3.49	42.9	41.4	947

kernels is unusually high, but is reduced by the low per cent of kernels to exactly the same as the twelve-year average.

OIL AND TALLOW RATES.

(Continued from page 18.)

The Commission held not unreasonable or unjustly discriminatory a rate of \$1.125 on imported and domestic shipments of coconut, peanut, soya bean, cottonseed, sesame and whale oil, in carloads, from Pacific coast points to destinations east of the Rocky mountains, made between July 1, 1918, and June 28, 1919. About 10,000 carloads were involved, the average weight being 63,500 pounds, with values ranging from 15 to 17 cents per pound for materials used in making food products, including oleomargarine, lard substitutes and glycerine and soap. Their general complaint was that the rate of \$1.125 was unreasonable. Each case differed in some respects from others, but generally the complainants contended for a rate of 90 cents as reasonable for use in the period under consideration, to a large extent it seemed, because that was the rate established June 28, 1919.

Re-establishment of an import rate, after the signing of the armistice, the Commission said, did not show the rate under attack to have been unreasonable. It was re-established, the Commission said, because ocean competition through the At-

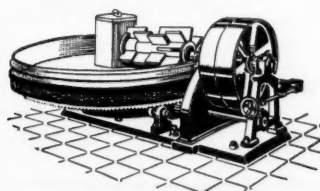
lantic ports, had come back. Cincinnati being the largest user of the oils, greases and tallows, the rates from the Pacific coast points, both domestic and import, were made in relation to the total charges that would apply on oils, greases and tallows through the Atlantic ports to Cincinnati. It held the complainants had not shown themselves damaged by the undue prejudice alleged.

Cottonseed Rates Unreasonable.—In No. 11944, Empire Cotton Oil Company vs. Maxton, Alma & Southbound Railroad Company, Director-General, as agent, et al. Rates on cotton seed, in carloads, from points in North Carolina and South Carolina to Cordele, Ga., found unreasonable. Reparation awarded and reasonable rates prescribed for the future.

Reduced Cotton Linters Rates Already.—In Investigation and Suspension Docket No. 1393, cotton and cotton linters to Pacific coast ports for export, the Commission held that (1) reduced rates on cotton and cotton linters, in carloads, from the territory lying generally west of the Mississippi River to the Pacific coast ports, for export to the Orient, equal to those proposed in the suspended schedules and substantially equal to those prescribed in Reduced Rates, 1922, 68 I. C. C., 676, being now in effect, investigation and suspension proceeding be discontinued; (2) present rates on cotton and cotton linters, in any quantity, from points in Texas, Oklahoma, Arkansas and Louisiana to ship side, Galveston, Tex., for export to the Orient, found not unreasonable or unduly prejudicial. Complaint dismissed.

Lard Substitutes Rates.—No. 14118. Magnolia Provision Co., Houston, Tex., vs. Santa Fe et al. Unreasonable, preferential and prejudicial rates on lard substitutes and vegetable cooking oils from Houston, Tex., to points in Arkansas and Louisiana. Asks cease and desist order, just and reasonable rates and reparation.

Sheep and Lamb Rail Rates.—No. 14130. R. N. Stanfield, et al., Weiser, Idaho, vs. Oregon-Washington R. R. & Navigation Co., et al. Unjust and reasonable charges for transportation of sheep and lambs in double deck cars. Asks cease and desist order, and just and reasonable carload minima and reparation.



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THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions.

Provisions recovered slightly during the latter part of the week with small hog receipts, firmer hog prices and sharp recovery at Liverpool. Western markets reported a better cash lard demand, but Eastern interests reported domestic and export demand slow to fair. Larger packers are reported to be supporting lard, but bulges bring out hedging sales from smaller packers.

Cottonseed Oil.

Cottonseed oil was slightly steadier but less active, with sentiment mixed and commission houses and refiners on both sides. Short covering was due to a better tone in lard, which helped the upturn, but the advance was checked by hedging pressure. Crude oil recovered slightly in the Southeast, which was asking 6 cents in the Valley, 6 1/4 Texas, 5 1/2 nominal. Cotton ginnings to September 1 were over 817,000 bales, against about 486,000 last year, indicating an early movement of cotton and seed.

Quotations on cottonseed oil at Friday noon were: September, \$8.00@8.25; October, \$7.60@7.75; December, \$7.52@7.60; January, \$7.60@7.65; March, \$7.76@7.79.

Tallow.

Special extra, 6 3/4 c.

Oleo Stearine.

Sales, 9 3/4 c; extra oleo oil, 12c.

FRIDAY'S GENERAL MARKETS.

New York, September 8, 1922.—Spot lard at New York, prime western, \$11.30 11.40; Middle West, \$11.10@11.20; city steam, \$10.78; refined continent, \$12.40; South American, \$12.65; Brazil kegs, \$13.65; compound, car lots, \$10.25@10.50.

Liverpool Provision Markets.

Liverpool, September 8, 1922.—(By Cable.)—Quotations today: Shoulders, square, 98s (\$21.85); shoulders, picnics, 61s (\$13.60); hams, long cut, 98s (\$21.85); hams, American cut, 98s (\$21.85); bacon, Cumberland cut, 110s; bacon, short backs, 90s (\$20.07); bacon, Wiltshire, 108s (\$24.08); bellies, clear, 100s; Australian tallow, 36s 9d@40s (\$8.20@8.92); spot lard, 65s (\$14.49).

Hull, England, September 8, 1922.—(By Cable.)—Refined cottonseed oil, 36s (\$8.03); crude cottonseed oil, 30s (\$6.69).

NEW YORK LARD EXPORTS.

Exports of lard from New York during August, 1922, according to unofficial reports, were 76,574,800 lbs.; tallow, 1,308,000 lbs.; grease, 9,869,800 lbs.; and stearine, 36,200 lbs.

NEW YORK COTTON OIL EXPORTS.

Exports of cottonseed oil from New York during August 1922, according to unofficial reports, were 485 barrels.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to September 8, 1922, show exports from that country were as follows: To England, 142,325 quarters; to the Continent, 12,952 quarters; to other ports, 43,227 quarters. Exports for the previous week were as follows: To England, 106,069 quarters; to the Continent, 28,450 quarters; to other ports none.

MEAT SUPPLIES IN AUGUST.

Receipts of livestock at nine leading markets during the month of August, 1922, are reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	254,144	52,756	558,944	338,708
Kansas City	289,019	67,660	180,643	103,157
Omaha	146,034	12,772	235,102	302,455
St. Louis	118,162	39,702	204,535	81,608
St. Joseph	54,813	6,353	167,449	10,159
St. Paul	59,223	10,778	151,529	49,820
Wichita	116,587	.....	114,947	51,685
Denver	28,489	7,677	36,133	4,619
T'l Aug.	22,106,660	201,474	1,067,074	983,763

Receipts of livestock at eight leading markets during the eight months ending August, 1922, compared with the same period for 1921, are as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	1,941,238	544,602	5,323,687	2,433,564
Kansas City	1,293,495	235,781	1,065,258	996,790
Omaha	570,833	58,166	2,033,890	1,497,763
St. Louis	551,684	198,242	2,295,959	453,958
St. Joseph	431,069	29,951	1,330,893	106,940
St. Paul	310,861	43,668	1,311,010	480,509
Wichita	481,847	510,387	1,497,599	196,788
T'l Aug.	191,329	27,431	389,218	47,771

Total for eight mos., '22.	6,162,416	1,667,628	15,847,484	6,214,063
Total for eight mos., '21.	5,470,841	1,263,224	15,477,143	7,320,915

Slaughters at seven leading markets for the month of August, 1922, and August, 1921, are as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	177,073	50,056	457,702	233,950
Kansas City	113,777	41,590	139,520	70,484
Omaha	75,788	3,609	194,483	153,586
St. Louis	18,094	6,009	102,667	8,988
St. Joseph	30,991	8,222	122,396	35,372
St. Paul	38,387	36,703	97,106	39,729
Wichita	7,066	8,304	33,488	1,040
T'l Aug.	459,206	149,493	1,146,362	543,149
T'l Aug.	394,479	109,021	1,022,041	722,562

Slaughters at five leading markets for the eight months ending August, 1922, with comparisons, are as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	1,305,891	519,711	4,036,819	1,767,854
Kansas City	644,512	166,721	1,271,866	673,907
Omaha	587,089	17,727	1,513,908	921,500
St. Louis	178,768	27,660	849,043	84,089
St. Joseph	198,778	37,198	1,064,452	396,638
Total for eight mos., '22.	2,910,033	769,117	8,836,088	3,844,048
Total for eight mos., '21.	2,621,421	728,392	8,829,297	4,907,829

CANADIAN HOG MARKETS.

Sales of hogs at chief Canadian centers for the week ending August 31, 1922, are reported as follows by the Markets Intelligence Division of the Dominion Department of Agriculture with top prices for selects, as compared to a week and a year ago:

	Week ending Aug. 31, 1921.	Same week ending Aug. 24, 1921.	Week ending Aug. 31, 1922.	Same week ending Aug. 24, 1922.
Toronto (U. S. Y.)	5,201	2,519	5,057	\$13.50 \$11.50 \$13.75
Montreal (P. T. St. Chs.)	1,613	1,750	1,816	13.00 12.00 13.25
Montreal (E. End)	1,015	1,191	1,266	13.00 12.00 13.25
Winnipeg	1,065	718	1,459	13.00 12.50 12.25
Calgary	617	351	708	11.50 12.25 11.50
Edmonton	872	429	990	11.00 11.25 10.50
Prince Albert	.....	64	.....	11.75
Moose Jaw	.....	.....	.....	.....

MEAT SUPPLIES AT BOSTON.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending September 2, 1922, with comparisons.

	Week ending Sept. 2, 1922.	Week ending Aug. 26, 1922.
Western dressed meats:		
Steers, carcasses	2,955	3,042
Cows, carcasses	900	1,029
Bulls, carcasses	61	82
Veals, carcasses	1,455	925
Lambs, carcasses	11,095	12,660
Mutton, carcasses	471	430
Pork, lbs.	189,577	194,639
Local slaughter:		
Cattle, carcasses	1,477	1,674
Calves, carcasses	2,251	2,238
Hogs, carcasses	13,013	16,030
Sheep, carcasses	7,907	8,361

MEAT SUPPLIES AT NEW YORK.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending September 2, 1922, with comparisons as follows:

	Week ending Sept. 2, 1922.	Week ending Aug. 26, 1922.
Western dressed meats:		
Steers, carcasses	7,457	7,838
Cows, carcasses	348	240
Bulls, carcasses	66	121
Veal, carcasses	9,525	7,424
Lamb, carcasses	18,180	7,915
Mutton, carcasses	4,497	5,109
Beef cuts, lbs.	78,469	80,299
Pork cuts, lbs.	617,499	995,061
Local slaughter, Federal inspection:		
Cattle	10,016	10,367
Calves	12,727	12,971
Hogs	34,239	32,615
Sheep	48,311	45,770

MEAT SUPPLIES AT PHILADELPHIA.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending September 2, 1922, with comparisons:

	Week ending Sept. 2, 1922.	Week ending Aug. 26, 1922.
Western dressed meats:		
Steers, carcasses	3,119	2,436
Cows, carcasses	184	307
Bulls, carcasses	21	35
Veal, carcasses	1,449	790
Lambs, carcasses	6,603	3,916
Mutton, carcasses	1,345	1,207
Pork, lbs.	291,317	217,099
Local slaughters:		
Cattle	2,129	2,318
Calves	2,188	2,116
Hogs	7,645	14,739
Sheep	14,970	8,077

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Saturday, Sept. 2, 1922:

	Week ending Sept. 2, 1922.	Previous week, Sept. 2, 1921.	Cor. week, 1921.
Chicago	26,891	32,509	34,210
Kansas City	32,085	35,231	24,068
Omaha	14,633	8,063	16,806
East St. Louis	14,465	10,778	8,655
St. Joseph	8,687	9,292	7,853
St. Louis	4,109	4,238	3,731
Cudahy	844	778	906
Fort Worth	8,687	.....	.....
Philadelphia	2,120	2,315	.....
Indianapolis	2,384	2,125	1,783
Boston	1,477	1,674	.....
New York and Jersey City	10,016	10,367	.....
Oklahoma City	4,831	4,579	3,046
Milwaukee	1,594	.....	.....

HOGS.

	Week ending Sept. 2, 1922.	Previous week, Sept. 2, 1921.	Cor. week, 1921.
Chicago	110,000	115,000	83,429
Kansas City	27,300	27,025	20,462
Omaha	47,692	36,161	20,615
East St. Louis	25,476	22,767	17,290
St. Joseph	22,727	24,484	20,659
St. Louis	27,339	21,274	13,628
Cudahy	17,432	13,097	7,306
Cedar Rapids	6,290	7,300	5,100
Ottawa	10,032	9,240	8,110
South St. Paul	17,000	20,400	15,498
Fort Worth	22,727	3,500	4,900
Philadelphia	14,970	14,739	.....
Indianapolis	20,180	22,455	14,490
Boston	13,013	16,030	.....
New York and Jersey City	34,239	32,615	.....
Oklahoma City	5,039	3,573	5,883
Milwaukee	7,200	5,066	6,700
Cincinnati	12,100	8,800	12,600

SHEEP.

	Week ending Sept. 2, 1922.	Previous week, Sept. 2, 1921.	Cor. week, 1921.
Chicago	53,523	50,654	17,284
Kansas City	14,003	14,708	30,640
Omaha	34,257	20,915	45,205
East St. Louis	12,269	8,134	5,494
St. Joseph	8,562	7,558	15,315
St. Louis	2,635	2,141	3,294
Cudahy	403	318	495
Fort Worth	8,562	.....	.....
Philadelphia	7,645	8,077	.....
Indianapolis	1,652	1,055	274
Boston	7,907	8,361	.....
New York and Jersey City	48,311	45,770	.....
Oklahoma City	196	151	81
Milwaukee	.....	2,101	.....

NEW YORK LIVESTOCK.

Following are the receipts for the week ending Saturday, September 2, 1922, with comparisons:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	5,974	10,401	6,248	44,049
New York	758	2,640	16,214	3,614
Central Union	1,800	591	251	2,011
Total for week	8,532	13,632	22,713	49,673
Previous week	9,665	13,312	19,659	43,994
Two weeks ago	8,410	12,087	22,537	43,806

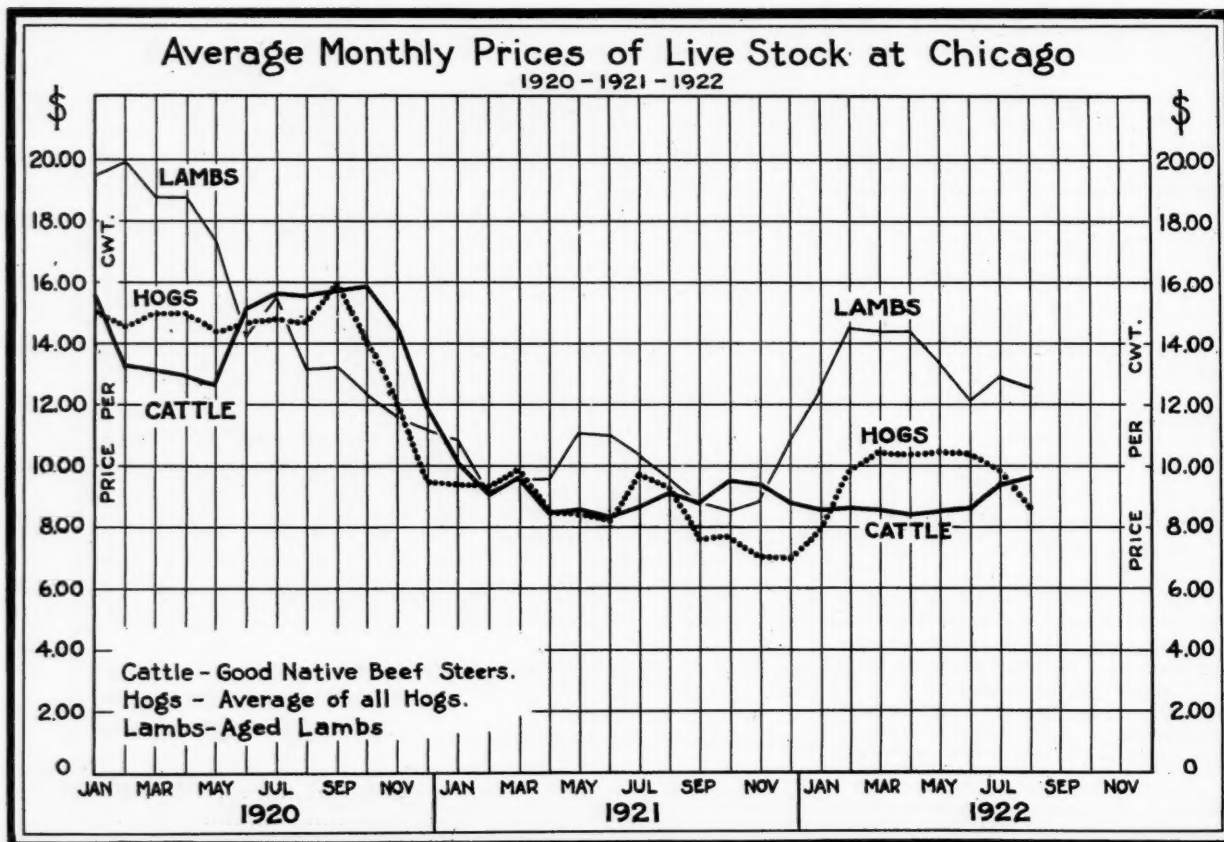
August Hog and Lamb Prices Decline and Beef Rise

This chart in THE NATIONAL PROVISIONER'S series—which includes charts on livestock and meat production and prices, by-products and storage stocks—shows the trend of the average monthly prices of livestock at Chicago for the month of August. Comparisons with pre-war periods in a graphic way never before worked out are given in addition, by means of a set of bar tables.

This time the chart shows that there has been a decline in hog and lamb prices and a rise in cattle prices.

Of all charts those which require the most careful study are the ones dealing with prices and their trends. Only by accurate comparisons can the causes for the course of prices be seen.

The chart on the opposite page shows in a striking way the trend of receipts of hogs, cattle and sheep during August, 1922, and for the period since January, 1920. Interesting comparisons with receipts during last year and the previous year can be made at a glance. The comparison with pre-war years is given below in the set of bar tables.



The figures on which this chart is based are taken from the official records of THE NATIONAL PROVISIONER.

Livestock Prices at Chicago for August Compared to Six-Year Pre-War Average

Showing percentage of prices for August, 1922, 1921, and 1920, to the average of August during the six years, 1909 to 1914:

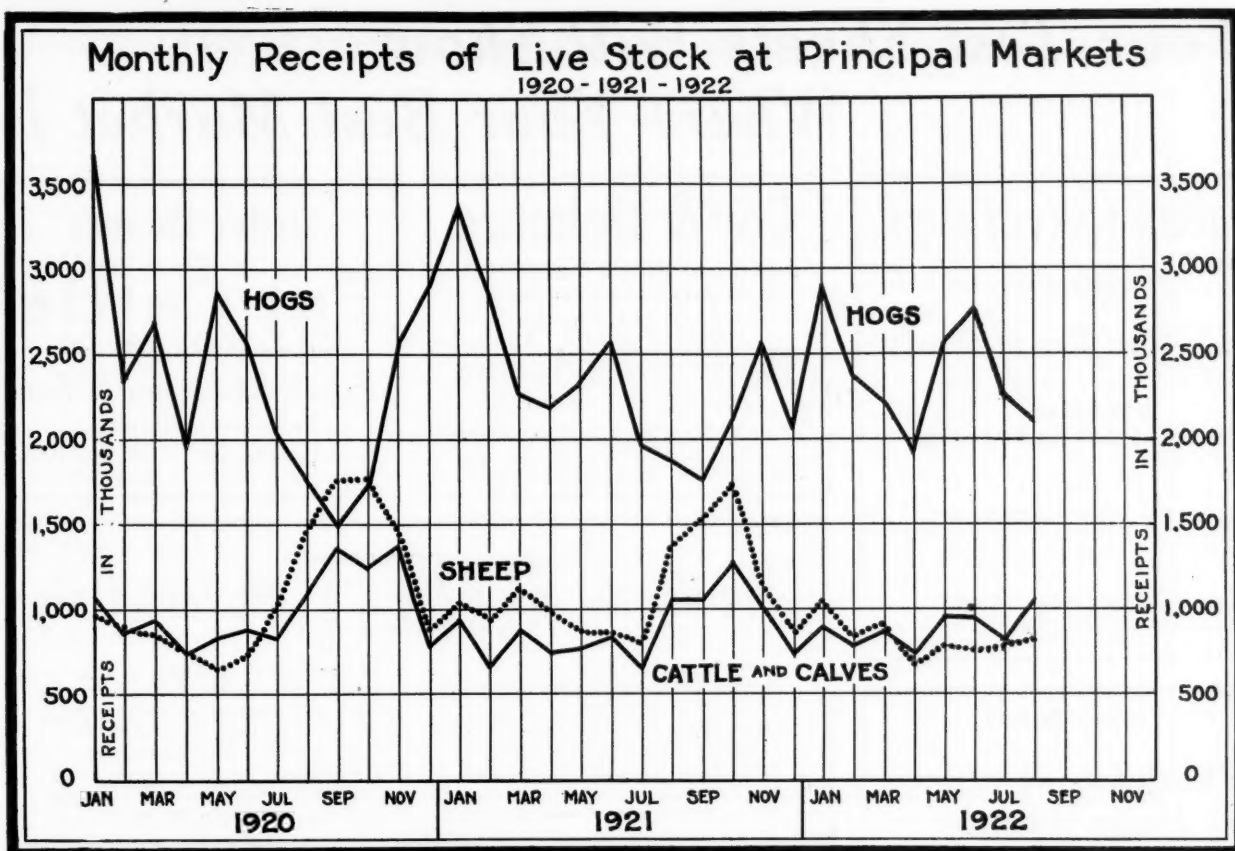
GOOD NATIVE BEEF STEERS.	
	Per cent
August, 1922	117.4
August, 1921	110.9
August, 1920	188.7
August, 1909-14	100.0
HOGS—ALL GRADES.	
August, 1922	106.6
August, 1921	116.6
August, 1920	184.0
August, 1909-14	100.0
LAMBS—AGED.	
August, 1922	175.0
August, 1921	139.5
August, 1920	184.1
August, 1909-14	100.0

The data are from the same source as used in the chart.

LIVESTOCK PRICES COMPARED.

Average monthly prices of livestock at Chicago from January, 1920, to August, 1922, on which THE NATIONAL PROVISIONER'S chart on this page is based.

	Cattle good native beef steers	Beef good native steer carcass	Hogs average all hogs	Lambs aged	Lamb medium carcass
1920—					
Jan.	\$15.51	\$23.20	\$15.00	\$19.50	\$29.60
Feb.	13.18	21.30	14.55	19.95	32.25
Mar.	13.06	20.50	14.95	18.80	30.00
Apr.	12.97	20.00	14.90	18.80	32.20
May	12.69	19.50	14.30	17.40	32.50
June	15.07	22.30	14.70	14.25	31.00
July	15.60	25.50	14.85	15.55	30.80
Aug.	15.51	25.50	14.75	13.20	27.50
Sept.	15.78	26.00	15.90	13.30	26.38
Oct.	15.88	25.20	14.05	12.25	24.40
Nov.	14.46	24.00	12.20	11.70	25.50
Dec.	11.88	22.20	9.55	11.20	24.30
1921—					
Jan.	10.10	17.40	9.40	10.90	22.75
Feb.	9.15	16.00	9.35	9.20	17.75
Mar.	8.55	16.50	8.50	9.60	20.00
Apr.	8.49	16.50	8.50	9.60	20.40
May	8.55	16.50	8.35	11.10	20.40
June	8.34	16.90	8.20	11.00	26.75
July	8.62	14.90	9.75	10.30	23.00
Aug.	9.12	16.00	9.35	9.65	19.75
Sept.	8.78	16.00	7.60	8.80	17.00
Oct.	9.58	16.30	7.70	8.55	16.50
Nov.	9.39	17.25	7.05	8.95	17.75
Dec.	8.74	16.40	7.00	10.80	20.40
1922—					
Jan.	8.54	15.38	7.90	12.45	24.00
Feb.	8.60	14.50	9.85	14.50	26.75
Mar.	8.57	14.50	10.45	14.40	27.50
Apr.	8.48	14.50	10.35	14.40	28.63
May	8.50	14.50	10.50	13.40	29.50
June	8.93	14.50	10.40	12.15	27.60
July	9.47	14.70	9.80	12.90	25.20
Aug.	9.65	15.50	8.55	12.55	23.50



This chart is based on actual receipts as officially reported, as follows:

CATTLE AND CALVES—Seven markets: Chicago, Kansas City, Omaha, St. Louis, St. Joseph, St. Paul and Sioux City.

HOGS—Eleven markets: Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City, St. Paul, Indianapolis, Cleveland, Buffalo and Pittsburgh.

SHEEP—Eight markets: Chicago, Kansas City, Omaha, St. Louis, St. Joseph, St. Paul, Sioux City and Denver.

LIVESTOCK RECEIPTS COMPARED.

The actual figures of livestock receipts on which THE NATIONAL PROVISIONER'S chart is based are as follows, statistics being those of the official market authorities.

Monthly receipts of cattle and calves at seven markets:

	Average 1909-1914.	1920.	1921.	1922.
Jan.	733,833	1,079,771	935,828	898,630
Feb.	584,832	844,312	665,321	781,044
Mar.	649,667	927,509	882,092	880,815
Apr.	590,000	735,652	752,900	744,789
May	604,067	826,452	780,848	950,352
June	643,167	880,488	832,776	942,420
July	673,833	827,231	664,988	811,217
Aug.	864,333	1,066,329	1,061,122	1,033,982
Sept.	1,060,167	1,361,553	1,064,959	.....
Oct.	1,151,000	1,243,103	1,287,756	.....
Nov.	859,500	1,375,853	1,019,607	.....
Dec.	740,667	775,328	736,158	.....

The markets included are Chicago, Kansas City, Omaha, St. Louis, St. Joseph, St. Paul and Sioux City.

Monthly receipts of hogs at eleven markets:

	Average 1909-1914.	1920.	1921.	1922.
Jan.	2,558,000	3,670,000	3,355,000	2,886,000
Feb.	2,153,000	2,331,000	2,850,000	2,373,000
Mar.	2,001,500	2,689,000	2,266,000	2,211,000
Apr.	1,833,000	1,967,000	2,197,000	1,921,000
May	2,091,000	2,885,000	2,320,000	2,550,000
June	2,227,000	2,562,000	2,565,000	2,750,000
July	1,844,000	2,027,000	1,960,000	2,252,000
Aug.	1,580,000	1,742,000	1,879,000	2,100,000
Sept.	1,523,000	1,493,000	1,746,000	.....
Oct.	1,963,000	1,720,000	2,100,000	.....
Nov.	2,245,000	2,570,000	2,554,000	.....
Dec.	2,625,500	2,896,000	2,092,000	.....

The markets included are Chicago, Kansas City, Omaha, St. Louis, St. Joseph, St. Paul, Sioux City, Indianapolis, Cleveland, Buffalo, Pittsburgh.

Monthly receipts of sheep at eight markets:

	Average 1909-1914.	1920.	1921.	1922.
Jan.	959,833	968,948	1,045,145	1,049,108
Feb.	839,667	897,402	934,296	830,777
Mar.	890,500	845,129	1,112,094	904,281
Apr.	788,500	757,250	990,410	680,863
May	732,333	655,518	873,515	793,792
June	755,000	744,049	845,252	769,657
July	855,000	1,011,695	793,600	812,754
Aug.	1,170,166	1,467,979	1,353,877	933,144
Sept.	1,896,166	1,762,385	1,539,322	.....
Oct.	1,086,333	1,798,653	1,726,319	.....
Nov.	1,417,333	1,445,048	1,142,117	.....
Dec.	976,667	872,111	865,841	.....

The markets included are Chicago, Kansas City, Omaha, St. Louis, St. Joseph, St. Paul, Sioux City, Denver.

Livestock Receipts for August Compared to Six-Year Pre-War Average

Showing percentage of receipts for August, 1922, 1921, and 1920, to the average of August for the six years, 1909 to 1914 (hogs 1911-1914).

CATTLE AND CALVES AT 7 MARKETS.

	Per cent
August, 1922	119.5
August, 1921	122.8
August, 1920	128.0
August, 1909-14	100.0

HOGS AT 11 MARKETS.

	Per cent
August, 1922	132.1
August, 1921	118.9
August, 1920	110.2
August, 1909-14	100.0

SHEEP AT 8 MARKETS.

	Per cent
August, 1922	79.6
August, 1921	115.7
August, 1920	125.4
August, 1909-14	100.0

The markets are the same as those used in the chart.

TARIFF ON CANADIAN CATTLE.

Western Canadian cattle producers are appealing to producers' organizations in the United States for united action to modify the pending tariff bill. The Canadian producers urge that depleted American cattle ranges require Canadian range cattle for restocking. Since Canadian grass-fed cattle are raw material for feeding in this country, it would be a loss to the American feeder if this supply is shut off. These cattle will be necessary to use corn to the best advantage. The number of Canadian cattle is too small to affect

the American market. High duties on cattle will continue to reduce Canadian purchasing power in this country and send Canadian trade elsewhere.

AUGUST HOG WEIGHT COMPARISONS.

Hog weight averages for August, 1922, at leading livestock markets, with comparisons, are reported as follows:

	Aug. 22.	Aug. 21.
Chicago	255	251
Kansas City	198	212
Omaha	276	277
St. Paul	229	215
Sioux City	282	269
St. Joseph	245	239
Wichita	195	210

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References:
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" " " " Sioux City
Utility Cipher

DENVER REPRESENTATIVES:
A. W. Hand & Co.

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of

Cattle Calves
Hogs Lambs

Henry Knight & Son

Bourbon Stock Yards
Louisville, Ky.

Reference: Dun and Bradstreet

Hog Buyers
Exclusively

WALKER-WATKINS

National Stock Yards, Ill.

—References—
National Stock Yards National Bank
Drovers National Bank

Oldest Hog Buying Firm
on Indianapolis Market

C. F. Kramer Co.

Established 1890
U. S. Yards, Indianapolis, Ind.

Buyers of Hogs
on Commission

Reference: Live Stock Exchange Bank

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Buyers of Cattle Only
Stock Yards Station OMAHA, NEB.
Reference: Live Stock, National Bank

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Bourbon Stock Yards, Louisville, Ky.

P. C. KENNETT & SON
Union Stock Yards, Nashville, Tenn.

P. C. KENNETT & SON
Union Stock Yards, Montgomery, Ala.

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LIVESTOCK PURCHASING AGENTS
U. S. YARDS INDIANAPOLIS INDIANA

OMAHA

THE CORN BELT MARKET

High dressing percentage is the "Proof of the Pudding." Live stock from this market dresses out unusually high.

Omaha Live Stock Exchange

A. F. Stryker, Secretary-Traffic Manager
South Omaha, Neb.

LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Union Stock Yards, Chicago, Sept. 7. Declines in live stock prices were the rule during the week. Temperatures were highest of the season, dressed trade was more or less lifeless and draggy, uneven market sessions predominated. More activity accompanied by fairly general price gains were noticeable late in the week.

Net declines on medium to good beef steers were largely 25c, with yearlings of similar grade reflecting 40c downturns in spots. Strictly choice matured beef steers and best yearlings were scarce and steady. She stock values varied little from the previous close, but trade was featured by slow, uneven outlet. Veal calves gained 25c and stockers sold off at the close.

Although packing hogs finished the week strong to 25c higher, lights and butchers, with the exception of heavy descriptions of the latter which closed steady, sold off 25 to 40c underweights averaging 130 to 160 lbs., showing most decline. Fat lambs sold largely weak to 25c under a week earlier while fat sheep lost 50 to 75c in instances.

Matured beef steers and long yearlings stopped at \$11.10. A moderately light supply of long-feds was eligible to \$10.00 to \$11.00, but few yearlings passed \$10.50, sales of youngsters being most numerous at \$10.25 downward. Bulk of native beef steers turned from \$9.00 to 10.25, plain native grassers selling downward to \$7.50 and below. Heaviest supply of western grassers of the season was in evidence, selling largely at \$6.50 to 7.50, a few head of Montanas reaching \$9.00. A spread of \$4.25 to 5.50 absorbed bulk of the grass cows, which with canners and cutters, today turning largely at \$2.75 to 2.90 were slightly lower for the week, while beef cows and heifers eligible to sell above \$6.00 and 6.50, respectively, closed strong. Bulls lost 10 to 15c and veal calves gained 25c, packers and small killers paying upward to \$13.00 today for choice vealers. A spread of \$6.00 to 7.25 took bulk of the stockers and feeders, the movement of which to the country was broad. Plain stockers descended to \$5.00 and below.

Light hogs sold off early, low top being \$9.40, the lowest since February 1. Today's top was \$9.65. Decreasing lard stocks during August probably acted as a prop for heavy butchers and for packing grades, while prospects of liberal fall marketings of spring farrowed swine was a depressing factor on lights and light butchers. Bulk of the 180 to 210-lb. averages today cashed at \$9.45 to 9.55, with majority of the 230 to 300-lb. butchers at \$8.75 to 9.40. Packing sows turned most frequently in a spread of \$6.75 to 7.25.

Western lambs topped late last calendar week at \$12.90, and after selling off reached \$12.85 today. Natives stopped in post-holiday trade at \$12.75 with bulk of corn-belters at \$12.25 to 12.50 while rangers turned largely at \$12.75 for slaughter. Cull natives sold off 25 to 50c being on an \$8.50 to 9.00 basis today. Feeder ends of western lambs when choice and light sold on a parity with fat ends, taken by killers, several strings of choice light feeder lambs selling out of first hands at \$12.75 with heavier feeders at \$11.50 to 12.25.

High temperatures and increased supplies of fat sheep were depressing factors and heavy native ewes met indifferent demand at \$3.00 to 3.50 at the close while best light native ewes sold at \$6.25 to 6.50, good Montana grass wethers at \$7.00 to 7.25, yearlings and twos mixed at \$8.50, fat 100-lb. yearlings upward to \$10.00 and 75-lb. feeder yearlings upward to \$10.15. The slump in fat ewes, together with seasonal abatement in demand affected breeding ewe values adversely, some two to four year old ewes that would have turned

readily at \$8.00 a few weeks ago selling at \$6.50. The recent break in breeding ewe values put good to choice mixed native yearlings to three year olds around \$7.50, although two loads of choicely bred western yearling ewes were shipped to the country at \$11.75, and others made \$11.25.

KANSAS CITY.

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, Sept. 6, 1922.

Receipts of cattle continue liberal, and the market is in about the same position as a week ago. The bulk of the offerings are good fat steers from the pasture country, wintered summer grazed and fed steers. The top prices for fed steers was \$10.65, and the bulk of the fat steers brought \$9.50 to \$10.25. Wintered summer grazed steers sold at \$8.25 to \$10.15, and the straight grass fat steers brought \$4.00 to \$8.75. There is a wide difference both in quality and in flesh of the pasture cattle, and those selling below 5c show practically no quality and very little flesh. Cows and heifers are steady with a week ago. The bulk of the grass fat cows are selling at \$4.00 to \$5.50, and cows that are fed some feed up to \$6.25. Grass fat heifers are quoted at \$4.50 to \$7.25, and fed heifers \$7.00 to \$9.50. Veal calves are 50c lower, top \$10.00, though the bulk of the straight light weight veals are bringing \$7.50 to \$9.50. Indications are that cattle receipts this month will be larger than last month, and August receipts this year were the largest ever reported in any year. Calves are coming freely also, and the 67,000 received last month established a new record for August.

Further weaknesses developed in the hog market. Prices today were 25c lower than Tuesday, and 50c lower than a week ago. The general market is the lowest since the middle of January. The top price today was \$8.65 paid for light weights, and most of the 190-225 pound grades sold at \$8.25 to \$8.50. Rough packing hogs sold at \$7.50 to \$8.00 and packing sows \$6.35 to \$6.75. Pigs are bringing \$8.00 to \$8.85.

Sheep prices are lower than a week ago. Fat lambs today sold at \$12.00 to \$12.50; fat light weight ewes \$6.00 to \$6.50, and yearlings \$8.50 to \$9.25. Receipts thus far this week were about 15 per cent larger than last week, though 20 per cent short of a year ago.

ST. LOUIS.

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., Sept. 6.

Receipts of livestock this week total 30,000 cattle, 50,000 hogs, and 10,000 sheep. The figures for the month of August just past show our receipts to have been 157,864 cattle and calves, 240,535 hogs, and 81,668 sheep. These figures are interesting for the reason that notwithstanding crippled transportation facilities, our receipts of cattle and hogs are the largest for any month of August in the history of the yards.

The offerings this week, while they contained a few really good cattle, were made up largely of the plain and medium grades. The top for the period on heavy beefs was \$10.65. The most of our beef cattle went to scale in a range of \$6.00 to \$8.50, with the best killers swing round the \$9.50 mark. It is almost impossible to get an accurate line on the butcher market. Outside of a very few choice young cattle, which are selling from \$9.50 to \$10.50, all of the balance in the department are going at \$5.50 to \$8.50 for the butcher kind, with the exception of the light, undesirable ones, which range from \$2.75 to \$4.00. Cows are selling from \$5.00 to \$7.75 for the good butcher kinds and are quoted up to \$6.50 for fancy cows. Common light cows \$3.25 to \$4.25. Oklahoma and western offerings for the week are around 150 cars. Many of them were com-

mon and unfinished. They sold in a range of \$4.50 to \$6.90.

The trend of the hog market is downward, prices today being right at 40c lower than a week ago. The quality of the run is fairly good, and in the past three days good, mixed and butcher hogs have been selling at the top of the market alongside of light shipping weight hogs, which are the favorites because of the eastern order buying trade. The run this week was light and was hardly enough to supply the demand, although prices were lower in their tendency.

Today's quotations are: Mixed and butchers, \$9.10 to \$9.35; good heavies, \$9.10 to \$9.25; roughs, \$6.25 to \$6.75; lights, \$9.25 to \$9.35; pigs, \$8.50 to \$9.25; bulk, \$9.20 to \$9.30.

While there has been some fluctuation in lamb prices with a tendency towards a lower basis, the general tone in the sheep house has been about steady for the week. Good muttons are bringing \$6.00, heavy and plain ewes \$3.00 to \$4.00, breeding ewes \$7.00 to \$7.50. These figures all indicate a fully steady market. Lambs for the best grade are quoted at \$11.75 to \$12.00, although a very choice lot of mixed ewes and wethers brought \$12.50 to city butchers on Tuesday. The bulk of the lambs are selling around \$11.75 with the plainer kinds going from \$11.00 to \$11.50. These figures indicate a decline for the week around 75c.

OMAHA.

(Special Letter to The National Provisioner.)

South Omaha, Neb., Sept. 6, 1922.

Although there has been a considerable letup in cattle receipts this week, the market has not responded to the reduced supplies, and trend of values has been lower on everything, except the better grades of beef steers and stockers and feeders. A good many corn feds are still coming, and while choice long fed steers are selling at the high point of the season, \$9.70 to \$10.75, the warmed-up and short fed kinds have declined fully half dollar for the week, and sell around \$8.00 to \$9.00 and on down. Packers are fighting shy of western range beef, as they claim they can buy good Texas beef much cheaper. Fair to pretty good grass beefs are selling at \$6.25 to \$7.25, with common to fair kinds around \$5.50 to \$6.25, and Mexicans and common Texans at \$4.50 to \$5.50. Cows and heifers have been selling at very uncertain figures, prime grass heifers as high as \$5.25 to \$6.25 and common canners as low as \$2.00 to \$2.50. Feeder buyers are taking a good share of the she stock at this time for breeding purposes. Veal calves at \$5.50 to \$10.50, and bulls, stags, etc., at \$2.75 to \$4.75 show very little change for the week.

Under the influence of liberal supplies of hogs and bearish tactics on the part of both local packers and shipping buyers, the market for hogs has been working downward for some time, and prices are now at the low point of the season, fully a half dollar lower than a week ago. As has been the case for some time, there are two distinct markets, the light and butcher weight hogs moving freely, and the heavy and rough packers selling slowly at discounts ranging from \$1.00 to \$2.00. With 8,000 hogs here today prices were steady to lower. Light and butcher hogs sold at \$8.00 to \$8.65 and packing grades at \$6.00 to \$7.00.

No great change has taken place in the sheep market of late, the supply being moderate and the demand keen from both packers and shippers. Feeder buyers are paying about the same prices for thin stock as the packers are paying for the fat grades. Fat lambs are quoted at \$11.65 to \$12.65; yearlings are going at \$7.50 to \$9.50, and ewes at \$3.25 to \$5.75.

ST. JOSEPH.

(Special Letter to The National Provisioner.)

South St. Joseph, Mo., Sept. 5, 1922.

Receipts for two days numbered around 7,500, which was 3,200 less than the same period last week, but 3,200 more than a

year ago. Grass steers made up a fair portion of the supply, corn-feds being almost absent. For the few lots of fed steers prices show no change, sales ranging \$9.45@10.50. Better grades of grassers are around 25c lower for the two days, while plain and common kinds are 25@40c lower. Kansas steers sold \$5.00 @8.50, and Oklahomas sold \$4.25@5.00. The supply of butcher stock was light considering receipts. In the face of the light run, prices are about steady for the two days. Bulk of cows sold \$3.50@4.50, with few above \$5.00. Canners and cutters sold \$2.25@3.25. Heifers and mixed yearlings were scarce and show no change. The few lots of yearlings sold \$8.55@9.25. Odd head of heifers sold up to \$8.00, with \$4.50@6.35 taking grassy kinds.

There was a liberal run of stocker and feeder cattle for the two days coming from Kansas, Oklahoma and Texas. Good kinds were scarce, with prices showing little change for the period, but medium and plain grades are mostly 25c lower. Feeders sold from \$5.50@7.40 and stockers largely \$5.00@6.40. Country demand still continues broad for all kinds. Last week's shipments to the country totaled 7,000 head, the largest week's shipment from this market. Stock cows and heifers are weak to 25c lower for the period. Cows sold largely \$3.25@3.75 and heifers \$3.50 @4.75.

Receipts of hogs Tuesday were around 5,000 head, compared with 6,199 a week ago and 2,934 a year ago. Lower markets at all points caused a break here of 15@25c. Best lights and butchers sold at \$8.85 and bulk of all sales \$7.00@8.85. The top last Tuesday was \$9.15 and bulk of sales \$7.25@9.10.

Sheep receipts for two days were around 3,500. Despite light supplies there was a weak feeling to the trade, prices on all classes showing a 25c drop compared with last week's close. Idaho lambs sold Monday at \$12.75, and natives up to \$12.50. On Tuesday's market natives sold mostly at \$12.25 with a small bunch at \$12.50. Aged stock was scarce during the period. Best ewes sold \$6.50@7.00.

ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minn. Dept. of Agriculture.)

South St. Paul, Minn., Sept. 6, 1922.

The downward trend in cattle prices at the local market is still in evidence, in spite of the fact that receipts here this week to date at about 19,000 are around (Continued on page 43.)

RECEIPTS AT CENTERS.

SATURDAY, SEPTEMBER 2, 1922.

	Cattle.	Hogs.	Sheep.
Chicago	2,000	5,500	2,000
Kansas City	1,000	1,000	1,500
Omaha	600	5,500	800
St. Louis	700	4,000	200
St. Joseph	1,000	3,500	500
Sioux City	700	5,000	1,000
St. Paul	700	700	600
Oklahoma City	200	400	200
Fort Worth	800	500	200
Milwaukee	100	100	200
Denver	300	200	200
Louisville	100	1,000	200
Wichita	500	400	200
Indianapolis	200	5,000	200
Pittsburgh	100	3,000	500
Cincinnati	800	2,000	800
Buffalo	100	5,000	400
Cleveland	300	3,000	500
Nashville, Tenn.	200	1,200	200
Toronto	300	600	200

MONDAY, SEPTEMBER 4, 1922.

Holiday—No market.

TUESDAY, SEPTEMBER 5, 1922.

	Cattle.	Hogs.	Sheep.
Chicago	22,000	46,000	23,000
Kansas City	19,000	8,000	17,000
Omaha	9,000	9,000	6,000
St. Louis	6,000	10,000	2,500
St. Joseph	2,500	5,000	500
Sioux City	1,000	5,000	1,000
St. Paul	2,500	4,000	1,000
Oklahoma City	1,100	400	200
Fort Worth	2,600	1,200	200
Milwaukee	600	1,500	600
Denver	1,200	1,500	2,700
Louisville	400	1,000	500
Wichita	600	300	500
Indianapolis	1,200	11,000	1,000
Pittsburgh	200	1,000	1,200
Cincinnati	2,300	5,000	2,500
Buffalo	200	5,000	2,200
Cleveland	500	1,000	1,000
Nashville, Tenn.	100	1,000	200
Toronto	2,500	1,000	2,900

WEDNESDAY, SEPTEMBER 6, 1922.

	Cattle.	Hogs.	Sheep.
Chicago	12,000	22,000	22,000
Kansas City	11,000	6,000	3,000
Omaha	5,500	8,500	14,000
St. Louis	4,000	11,000	2,000
St. Joseph	2,500	9,500	1,000
Sioux City	2,500	8,000	500
St. Paul	3,500	6,000	2,500
Oklahoma City	2,400	1,500	200
Fort Worth	3,500	1,000	200
Milwaukee	400	800	300
Denver	700	200	3,800
Louisville	200	1,000	200
Wichita	400	400	200
Indianapolis	1,200	8,000	1,000
Pittsburgh	100	2,500	2,000
Cincinnati	500	4,200	2,000
Buffalo	200	1,500	600
Cleveland	300	3,000	1,000
Nashville, Tenn.	100	800	200
Toronto	1,000	1,100	2,900

THURSDAY, SEPTEMBER 7, 1922.

	Cattle.	Hogs.	Sheep.
Chicago	10,000	17,000	12,000
Kansas City	8,000	5,000	2,000
Omaha	3,400	6,500	5,500
St. Louis	3,000	11,500	2,500
St. Joseph	2,500	4,500	1,000
Sioux City	1,000	5,000	1,000
St. Paul	5,800	3,500	2,500
Oklahoma City	900	600	200
Fort Worth	2,000	800	200
Milwaukee	500	1,000	600
Denver	800	1,200	600
Indianapolis	800	8,000	600
Pittsburgh	100	2,500	1,000
Cincinnati	1,400	3,000	3,000
Buffalo	100	1,600	600

FRIDAY, SEPTEMBER 8, 1922.

	Cattle.	Hogs.	Sheep.
Chicago	3,000	1,000	13,000
Kansas City	3,000	2,000	2,000
Omaha	1,500	5,500	5,000
St. Louis	500	7,000	300
St. Joseph	1,800	2,500	2,500
Sioux City	500	5,000	500
St. Paul	2,000	2,800	2,000
Oklahoma City	1,000	1,000	300
Fort Worth	2,500	500	2,300
Milwaukee	100	400	100
Denver	1,400	100	1,500
Indianapolis	600	8,000	400
Pittsburgh	200	2,000	600
Cincinnati	700	4,000	3,000
Buffalo	200	3,300	2,500

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday Sept. 2, 1922, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	6,145	11,400	16,004
Swift & Co.	6,387	13,000	16,603
Morris & Co.	6,130	8,800	10,012
Wilson & Co.	3,788	11,200	10,903
Anglo-Amer. Prov. Co.	595	6,400	.....
G. H. Hammond Co.	2,700	6,700	.....
Libby, McNeil & Libby	937	.....	.....
Brennan Packing Co.	5,800	hogs; Miller & Hart,	.....
	3,500 hogs; Independent Packing Co.,	5,500 hogs; Royd, Latham & Co.,	4,900 hogs; Western Packing
	Provision Co., 11,000 hogs; Roberts & Oake,	4,300	.....
	hogs; others, 14,600 hogs.		.....

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	4,019	2,491	5,725	1,928
Cudahy Pkg. Co.	5,431	1,411	2,696	3,074
Fowler Pkg. Co.	722	120	.....	.....
Morris & Co.	3,108	1,893	5,736	2,053
Swift & Co.	5,193	3,783	6,954	4,379
Wilson & Co.	4,233	1,406	5,200	1,651
Local butchers	627	148	765	222

OMAHA.

	Cattle.	Hogs.	Sheep.
Morris & Co.	1,848	6,083	4,340
Swift & Co.	2,806	7,236	6,065
Cudahy Packing Co.	2,740	10,800	7,552
Armour & Co.	2,806	9,111	7,928
Dold Pkg. Co.	928	4,305	74
Wilson Pkg. Co.	283	.....	.....
Lincoln Pkg. Co.	180	.....	.....
Swartz & Co.	919	.....	.....
J. W. Murphy	7,544	.....	.....
Others	4,965	.....	35,891

ST. LOUIS.

	Cattle.	Hogs.	Sheep.
Armour & Co.	4,230	5,516	6,201
Swift & Co.	4,341	4,739	6,525
Morris & Co.	1,081	.....	280
St. Louis Dressed Beef Co.	1,267	.....	.....
Independent Pkg. Co.	655	873	50
East Side Pkg. Co.	421	1,051	142
American Pkg. Co.	243	1,487	.....
Heil Pkg. Co.	33	1,815	.....
Krey Pkg. Co.	76	862	.....
Sartorius	11	.....	.....
Siehoff	123	880	30
Butchers	20,911	21,263	2,301

SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,944	17	13,558	1,607
Armour & Co.	1,767	19	14,578	1,062
Swift & Co.	723	11	2,708	.....
Sacks Dressed Beef Co.	108	43	.....	.....
Smith Bros.	60	31	.....	.....
Local butchers	102	124	485	5
Eastern packers	.....	.....	10,696	.....

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,538	707	10,877	6,602
Hammond Pkg. Co.	1,737	390	5,611	738
Morris & Co.	1,493	759	6,182	1,222
Others	7,886	503	7,540	1,850

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,672	725	2,525	60
Wilson & Co.	1,695	701	2,429	136
Other butchers	95	43	85	.....

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingman & Co.	1,875	282	15,627	1,335
Moore & Co.	.....	.....	3,893	.....
Indianapolis Abat. Co.	1,456	84	2,023	339
Armour & Co.	101	36	2,637	.....
Brown Bros.	146	21	.....	26
Hilgemier Bros.	3	.....	26	.....
Riverview Pkg. Co.	28	12	263	.....
Meier Pkg. Co.	.....	.....	254	.....
Ind. Prov. Co.	10	10	284	.....
Schussler Pkg. Co.	42	27	457	46
Eastern buyers	2,910	3,892	17,945	3,131
Miscellaneous	563	176	265	248

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,325	773	3,592	325
Dold Pkg. Co.	185	53	3,131	.....
Local butchers	82	18	.....	.....

RECAPITULATION.

Recapitulation of packers' purchases by markets for the week ending September 2, 1922, with comparisons:

	Cattle.	Week ending Sept. 2.	Previous week.
Chicago	26,691	32,509
Kansas City	21,371	24,638
Omaha	16,526	40,774
St. Louis	33,685	36,833
Sioux City	4,654	4,887
Indianapolis	7,134	7,177
Oklahoma City	3,362	3,365
Wichita	1,592	1,251
Denver	1,939
St. Joseph	11,454	13,376
Milwaukee	1,934

Hogs.

	Hogs.
Chicago	110,000
Kansas City	27,136
Omaha	35,908
St. Louis	38,484
Sioux City	42,025
Indianapolis	43,674
Oklahoma City	5,039
Wichita	6,723
Denver	9,308
St. Joseph	30,210
Milwaukee	5,079

Sheep.

	Sheep.
Chicago	53,523
Kansas City	13,907
Omaha	61,850
St. Louis	15,529
Sioux City	2,704
Indianapolis	5,110
Oklahoma City	196
Wichita	325
Denver	1,916
St. Joseph	10,412
Milwaukee	2,052

CHICAGO HIDE QUOTATIONS.

(Special Report to The National Provisioner from J. F. Nicolas.)

Chicago, Sept. 9, 1922.—Quotations on hides at Chicago for the week ending Sept. 9, 1922, with comparisons, are as follows:

PACKER HIDES.

PACKER HIDES.			
	Week ending Sept. 9, '22.	Week ending Sept. 2, '22.	Cor. week, 1921.
Spread native			
steers	@25c	@25½c	17 @17½c
Heavy native			
steers	20½ @21c	20 @20½c	14 @14½c
Heavy Texas			
steers	18½ @19c	@18½c	@14c
Heavy butt			
branded			
steers	@19c	@18½c	13½ @14c
Heavy Colorado			
steers	@18c	@17½c	@12½c
Ex-Light Texas			
steers	16½ @17c	@16½c	10 @11c
Branded cows	@16c	@16c	10 @11c
Heavy native			
cows	@19½c	@19c	13 @13½c
Light native			
cows	@19c	@19c	@12c
Native bulls	15½ @16c	@15½c	8 @8½c
Branded bulls	@14c	@14c	@6½c
Calfskins	21 @22c	21 @23c	20 @21c
Kip	20 @21c	20 @21c	16 @17c
Slunks, regular	\$1.00 @1.10	\$1.00 @1.10	\$1.10 @1.15
Slunk, hairless	.45 @90c	.45 @90c	35 @70c
Light native butts.			Texas steers
1c per lb. less than heavies.			

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago.

PACKER HIDES active. Several cars of native steers sold at 20½¢ of August take-off. Several packers moved 9,000 September native steers at the new price of 21¢. About 4,000 more June, July, August heavy cows made 19½¢. A line of kosher heavy cows also moved, privately; details still guarded. About 2,500 August light Texas sold at 18¢. About 2,000 more August butts made 19¢, and 2,000 more Colorados 18¢. No other business reported but considerable activity is said to be in prospect. Inquiries are numerous. Natives quoted 21¢; Texas butts, 19¢; Colorados, 18¢; branded cows, 16¢; heavy cows, 19¢; lights, 19¢ paid and 19½¢ asked; nat. bulls, 15¼¢@16¢; brands, 14¢.

COUNTRY HIDES.—Dog day dullness continues to pervade the situation with the rank and file of tanners steadfastly bidding relatively low rates and sellers talking rather firm prices. Sellers as a rule remain adamant toward tanners' pleas for easier values. Supplies of hides amongst local sellers and also in the originating sections are said to be rather small. Some tanners are beginning to remonstrate regarding the presence of grubs and winter haired hides in the offerings, which should under normal conditions be strictly short haired and grub free for the past month. Efforts to get offerings of strictly grub free summer haired hides usually bring out asking prices way above talked levels. Light hides seem to have the most favor as evidenced by the number of inquiries, but buff weights seem to sell more readily. The very heavy hides prove quiet and featureless. All weights of seasonable country hides are quoted at 13½¢@14½¢ for business with some sellers continuing to demand a 15¢ basis for common western lots. Michigan and similar stock is generally priced at 15¢ basis. Heavy steers here quoted quiet about 12½¢@13½¢; heavy cows quoted 13¢@13½¢ nominal; buffs, 13¢@13½¢ for business with the outside generally paid. Most sellers have ideas of 14¢ for this weight range; extremes quoted at 15¢@15½¢ with the inside freely bid. Sellers as a rule talk 16¢ for local lots while Michigan, Ohio are priced out as high as 16½¢ for current qualities. Branded country hides continue unchanged, about 11¢@11½¢; country packer brands, 13¢@16¢ for lots; bulls, 11¢; country packer bulls at 13¢@15¢ for qualities and glue hides at 8¢@8½¢.

NORTHWESTERN HIDES.—No change noted in Twin Cities markets. All weight hides continue held at 14¢@14½¢ and no support given. Heavy hides are quoted generally at 13½¢@14¢ and lights at 15½¢@16¢ asked; inside figures appear to be nearer the actual market. Bulls are quoted at 10½¢@11¢ last paid for fresh stock; kipskins command 14¢@16¢ and calfskins 16¢@19¢ as to qualities; horse hides, \$4.50 @4.25 asked.

CALF SKINS steady but quiet. No new business passing. Bids at 21¢ were rejected for packer August calfskins and 22¢ asked with intimation given that 21½¢ might be considered again. City skins quoted 20½¢ last paid and 21¢ asked in all quarters. Tanners are lending the market but little support. The buying in recent weeks has been progressive rather than competitive. Therefore prices have not advanced to a degree such a volume of business would indicate. First salted outside city skins quoted at 19¢@21¢ asked; resalted lots generally quoted about 17¢@18¢ and countries 15¢@17¢; deacons, 90¢@1.00 for country run; cities, \$1.15@1.25; kipskins quoted 20¢ still bid for packers and 21¢ asked. City skins, 19¢ last paid and 20¢ talked; holdings are moderate and the demand seems

quite brisk. Outside city skins range at 16¢@17¢ and countries at 14¢@16¢.

DRY HIDES.—Western all weight hides quoted 18¢@20¢ asked.

HORSE HIDES steady. Trade lacks snap. Strictly fresh rendered hides quoted \$5.25@5.50 for business with some sellers continuing to ask up to \$6.00; good mixed hides command \$4.75@5.25 as to qualities and country run is quoted at \$4.00@4.50 nominal.

SHEEP PELTS steady but quiet. No business passing in packer lambs. Last business went over in a range of \$1.40@1.65. Most lots are withheld from sale and pullers bids were too low to interest killers. Shearlings quoted 95¢@1.25; dry pelts, 27¢@27¢ nominal; pickled skins range at \$4.75@5.75 dozen for qualities; goatskins, 60¢@1.15.

HOGSKINS.—Country run, 15¢@30¢, rejects half; strips, 5¢@6¢ asked.

New York.

PACKER HIDES steady. Actual confirmation is not as yet obtained on the rumored spread native steer business which has been reported around the market during the past few days. Bids of 24½¢ were the best registered up to noon yesterday and the indications are that the asking rate of 25¢ was paid. Regular native steers, which last sold at 19½¢, are now held for 20½¢ in view of the stronger situation in the west. Some nibbling is around of kosher brands. Business was done early in the week in butts at 18¢, and Colorados at 17¢, and sellers now demand 18½¢ and 17½¢. Unsold stocks are meager. Holdings of hides aside from spreads and a few cars of cows are confined to current take-off. Cows quoted at 18¢ asked, bulls 15¢@15½¢.

SMALL PACKER HIDES.—A strong market continues for eastern small packer hides. Late business noted in all weight

current kill cows at 18¢@18½¢ and in steers at 19¢@19½¢. Holdings are small and firmly held. Bulls quoted at 14¢@15¢ for lots; branded hides, 14¢@16¢.

COUNTRY HIDES.—A steady to relatively strong market continues in country hides with tanners operating with considerable caution and paying for any advances under protest. Tanners as a rule hesitate to better 15¢ for light hides owing to unsatisfactory conditions ruling in other outlets. Sellers talk 16¢ as a rule for western and 16½¢ for best Ohio and similar lights. Intimations are current that 15½¢@16¢ might be considered in a limited way. Southern light hides range at 15¢@16¢ for country kinds as to sections and city stock quoted up to 18½¢ paid. Buff weights range at 13¢@13½¢ for kinds with some lots held up to a 14¢ basis from best sections.

IMPORTED WET SALTED HIDES.—In addition to 4,000 La Blancas frigorifico steers sold at \$47.50, a pack of 4,000 Smithfields and 4,000 Campanas have changed hands on a basis of 19½¢ landed New York basis. Unsold stocks of frigorifico steers have been reduced to approximately 70,000 by recent movements. Killers are relatively firm in their ideas of value. Montevideo varieties of frigorifico steers recently moved on a \$48.50 Argentine gold basis.

CALFSKINS quiet. Operations in skins have quieted down materials, as tanners appear to have been well covered in recent operations. Full confirmation cannot as yet be obtained on the rumored movement of about 25,000 medium and heavy weight skins at \$2.10@3.15. Neither can the report of movement of one car of lights at \$1.35 be authenticated. Outside lots of mixed calfskins are moving at \$1.00@1.10, \$1.50@1.60, \$2.00@2.10. Outside cities are generally quoted on about \$1.15@1.25 range on lights as a basis. Untrimmed skins rule unchanged at 19¢@21¢ as to varieties of cities. Kipskins lately sold at \$3.70@4.35 for two weights.

Stocks and Distribution of Hides and Skins

Stocks of hides and skins on July 31, 1922, with distribution during July, are shown in the following figures reported by the U. S. Bureau of the Census, compiled from the returns made by 4,779 manufacturers and dealers:

The total number of cattle hides held in stock on July 31, 1922, by packers and butchers, tanners, dealers and importers, or in transit to them, amounted to 5,366,414, as compared with 5,347,279 on June 30, 1922, and with 6,448,869 on July 31, 1921. The stocks of calf and kip skins amounted to 4,541,776 on July 31, 1922, as compared with 4,473,948 on June 30, 1922, and 4,620,633 on July 31 of last year. Goat and kid skins numbered 9,067,516 on July 31, 1922; 10,799,335 on June 30, 1922; and 7,874,714 on July 31, 1921. The stocks of sheep and lamb skins on July 31, 1922, amounted to 9,661,869; on June 30, 1922, to 10,971,445; and on July 31 of last year, to 13,761,905. The report follows:

COMPARATIVE SUMMARY OF STOCKS OF PRINCIPAL KINDS OF HIDES AND SKINS

	—Stocks on hand and in transit—	Stocks disposed of during
	July 31, 1922.	July, 1922.
Cattle, total, hides.....	5,366,414	5,347,279
Domestic—packer, hides.....	2,779,388	2,847,412
Domestic—other than packer, hides.....	1,527,494	1,481,130
Foreign (not including foreign-tanned), hides.....	1,059,532	1,018,737
Buffalo, hides.....	146,544	138,636
Cattle and kip, foreign-tanned, hides and skins.....	52,083	62,275
Cattle and kip, skins.....	4,541,776	4,473,948
Horse, colt, ass, and mule:		
Hides, hides.....	136,537	139,717
Fronts, whole fronts.....	71,973	61,749
Butts, whole butts.....	289,254	224,263
Goat and kid, skins.....	9,067,516	10,799,335
Cabretta, skins.....	876,883	878,239
Sheep and lamb, skins.....	9,661,869	10,971,445
Kangaroo and wallaby, skins.....	245,356	239,909
Deer and elk, skins.....	205,712	165,967
Pig and hog, skins.....	111,338	110,681
Pig and hog strips, pounds.....	361,375	482,790

DISTRIBUTION OF STOCKS OF RAW HIDES AND SKINS ON JULY 31, 1922.

	—Stocks on hand and in transit July 31, 1922—	Dealers and importers.
	Packers and butchers.	
Kind.	Total.	
Cattle, total, hides.....	5,366,414	2,791,789
Domestic—packer, hides.....	2,779,388	1,678,061
Domestic—other than packer, hides.....	1,527,494	16,280
Foreign (not including foreign-tanned), hides.....	1,059,532	838,792
Buffalo, hides.....	146,544	122,868
Cattle and kip, foreign-tanned, hides and skins.....	52,083	51,212
Cattle and kip, skins.....	4,541,776	416,743
Horse, colt, ass, and mule:		
Hides, hides.....	136,537	45,213
Fronts, whole fronts.....	71,973	69,609
Butts, whole butts.....	289,254	275,802
Goat and kid, skins.....	9,067,516	7,184,035
Cabretta, skins.....	876,883	810,919
Sheep and lamb, skins.....	9,661,869	6,359,805
Kangaroo and wallaby, skins.....	245,356	245,356
Deer and elk, skins.....	205,712	113,388
Pig and hog, skins.....	111,338	31,095
Pig and hog strips, pounds.....	361,375	187,694

ICE AND REFRIGERATION

ICE NOTES.

Isaac Fass, Portsmouth, Va., has plans for an addition to his ice plant.

The Waycross Ice & Cold Storage Co., Waycross, Ga., will enlarge their plant in the near future.

The Logan Produce & Cold Storage Co., Logan, W. Va., has been incorporated with a capital of \$200,000.

The National Cold Storage & Ice Co., Portland, Ore., has sold its plant to the Southern Pacific Railroad Co.

Frank Blackstone of San Bernardino, Cal., is considering plans for the erection of an ice plant at Madeira, Cal.

The Dickinson Ice & Fuel Co., Dickinson, Tex., has been incorporated with a capital of \$20,000 by J. Falco, Nick Fatta and others.

The Davis County Ice Co., Kaysville, Utah, has been incorporated and will erect a new ice plant, according to President Adam Beesley.

The Confederated Home Abattoirs Corporation, Providence, R. I., is going to erect a new cold storage plant at Allentown, Pa., to cost about \$300,000.

The New Roads Ice & Cold Storage Co., New Roads, La., has been incorporated with a capital of \$25,000 by C. C. Barton, president, and Ed. Fassman, secretary.

DECISION ON STOCK YARDS.

(Continued from page 20.)

shippers, and without provision for reconciliation in case of later complaint by the shippers, creates a situation which affords an opportunity to prejudice the absent shipper or to take advantage of him in the purchase of his hogs, but this practice is in accord with the announced policy of the Fowler Packing Company which is known to and accepted by its shippers, and the evidence in this case fails to disclose any specific violation of section 202 of said Act in respect to this practice, except as set forth in other paragraphs of these conclusions.

7. The evidence does not sustain the charge that the respondents, through their operations in the Mistletoe Stock Yards and the Kansas City public stock yards as described in these proceedings, have actually depressed prices of hogs or impaired the open competitive marketing of hogs, except as set forth in other paragraphs of these conclusions.

No Monopoly or Price Fixing.

8. The evidence does not sustain the charge that the operations of the respondents, as described in these proceedings, have created or tended to create a monopoly in the purchase and slaughter of hogs in the Kansas City market.

9. The evidence does not sustain the charge that the respondents are not honestly appraising the values of the hogs consigned to the Fowler Packing Company at the Mistletoe Stock Yards.

10. The evidence does not sustain the charge that the practice of the respondent, Fowler Packing Company, to fix the prices on the hogs received by it at the Mistletoe Stock Yards and purchase them on the day of arrival, after the open competitive hog market in the Kansas City public stockyards has closed by reason of the cessation of buying therein on that day by the respondent, Armour & Company, and other packers, is unfair, unjustly discriminatory, or otherwise contrary to section 202 of said Act.

11. The evidence does not sustain the charge that the respondents, or either of them, are inducing shippers to patronize the Mistletoe Stock Yards by false, misleading or deceptive statements and advices that such shippers are effecting certain savings which do not exist in fact.

Private Yards Quite Lawful.

12. The establishment and maintenance of the Mistletoe Stock Yards as a place for the purchase of hogs by the Fowler Packing Company is not in itself unlawful and, therefore, it would be contrary to the purposes of the Packers and Stockyards Act to require its discontinuance. It is not the purpose of the Packers and Stockyards Act to destroy business, but to require the observance of the public's interests in the conduct of business by conforming to standards laid down in the law.

The law contemplates that if, in case of the operation of an otherwise lawful business, the standards of conduct prescribed by the law are violated in any respect, an order shall be made to cease and desist from the continuance of the specific violations and not that the business itself shall be discontinued. It is believed that the charges of the complainant, in so far as they may be taken as sufficient to cover specific violations of the law, are not sustained by the evidence except to the extent previously stated in these conclusions.

It is clear from these conclusions that the practices of the respondents which actually violate the Act can be discontinued without closing the Mistletoe Stock Yards for marketing purposes.

These conclusions should not be taken to be an endorsement or approval as a whole of the buying plan of the Fowler Packing Company at the Mistletoe Stock Yards, in view of the fact that the Fowler Packing Company is dependent for its price basis upon the open competitive market where Armour & Company is an important buyer, that the Fowler Packing Company applies the daily average market price as ascertained in the public stockyards by its own employees in the morning to hogs of like grade and quality on the afternoon of the same day in the Mistletoe Stock Yards, and that its own employees have been doing the grading, sorting, weighing, feeding, and applying of prices without representation of absent shippers.

While an order made in these proceedings must be confined to requirements to cease and desist from specific practices that constitute violations of the Packers and Stockyards Act, the Secretary of Agriculture possesses the general power under the Act to make such rules and regulations from time to time as he may find necessary to carry out the provisions of the law.

In such rules and regulations he may make requirements with respect to methods of conduct of business to the extent that, after investigation, he may find such requirements to be justified and applicable to all yards under like circumstances, in order to correct or prevent conditions that are potential of violations and to insure conformity to the provisions of the Act and effectuate its objects.

HENRY C. WALLACE,
Secretary of Agriculture.

BRINE SPRAY HEADS



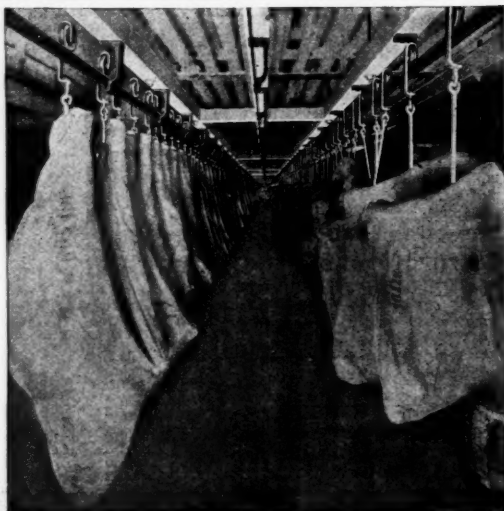
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Cleveland—Curtis Bros. Transfer Co.
Detroit—Brennan Truck Co.

El Paso—R. E. Huthstainer, 615 Mills Bldg.
Jacksonville—Jacksonville Whse. & Distributing Co.
Mexico, D. F.—Ernst O. Heinsdorf.
New York—Roesler & Hasslacher Chemical Co., 709 Sixth Ave.
Newark—American Oil & Supply Co.
New Orleans—O. E. Lewis Co., Inc., 638 Camp St.
Norfolk—Southgate Forwarding & Storage Co.
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Pittsburgh—Pennsylvania Transfer Co., Duquesne Freight Station; Pennsylvania Brewers Supply Co., 158 Tenth St.
Providence—Edwin Knowles, 26 Custom House St.
Richmond—Bowman Transfer & Storage Co.
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Savannah—Savannah Brokerage Co.
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The order of the Secretary follows:

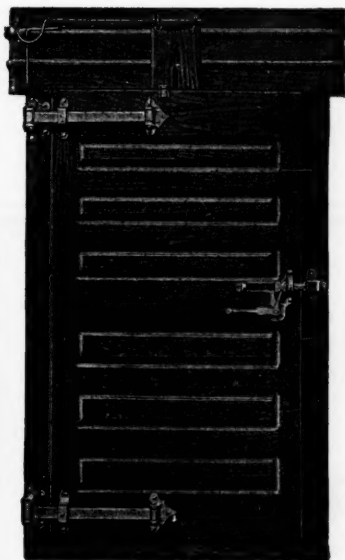
Order of the Secretary of Agriculture.

This proceeding having been heard by the Secretary of Agriculture on the complaint and amendment thereto of the Kansas City Live Stock Exchange, the motion to dismiss and the answer of the respondents, the petitions of the interveners, the evidence introduced by the complainant and the respondents, the testimony taken at the hearing having been reduced to writing and filed in the records of the Department of Agriculture, and the briefs and oral arguments submitted on behalf of the parties and interveners, and the Secretary of Agriculture having made his report in writing in which he has stated his findings as to the facts, together with his conclusions based thereon that the respondents have violated Title II, section 202, of the Packers' and Stockyards Act, 1921, and being fully advised in the premises, the following order is made:

1. IT IS ORDERED that the motion of the respondents to dismiss the complaint as amended be sustained as to the charges of the complaint as amended under Title III of the Packers and Stockyards Act, 1921, and that said motion be overruled as to the charges of the complaint under Title II of said Act.

2. IT IS ORDERED that the respondents, and either of them, their officers, directors, agents, employees, and servants, in their business in commerce as defined in the Packers' and Stockyards Act, 1921, cease and desist from continuing the violation of Title II, section 202 of said Act, by protecting or causing to be protected the shippers of the Fowler Packing Company at their respective shipping points, that is to say, by preventing or forbidding, by agreement, arrangement or otherwise, any shipper from engaging in competition with any other shipper in buying hogs in their respective territories or localities.

3. IT IS ORDERED that the respondents, and either of them, their officers, directors, agents, employees, and servants, in their business of buying hogs in commerce as defined in the Packers' and Stockyards Act, 1921, at the Mistletoe Stock Yards, cease and desist from continuing the viola-



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tion of Title II, section 202 of said Act by representing or announcing to the shippers of the Fowler Packing Company that it will not feed corn in the Mistletoe Stock

Yards while furnishing a corn fill to its shipper, Jesse G. Hawkins of Franklin, Nebr., or any other shipper; or by withholding or agreeing to withhold from or

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denying a corn fill in said yards to the hogs of any of its shippers while furnishing such fill in said yards to the hogs of other shippers, under like conditions and circumstances.

4. IT IS ORDERED that the respondents shall, within thirty days after the day of service upon them of this order, file with the Secretary of Agriculture a report in writing, setting forth in detail the manner and form in which this order has been complied with.

IN WITNESS WHEREOF, I have hereunto set my hand and caused the official seal of the Department of Agriculture to be affixed in the City of Washington this 30th day of August, 1922.

HENRY C. WALLACE,
Secretary of Agriculture.

NEW COMMISSION RATES ON CO-OPERATIVE SHIPMENTS.

The Baltimore Livestock Exchange is permitted to put into effect a new schedule of commission charges for procuring co-operative shipments of livestock handled by the members of that exchange, through an order by the Packers and Stockyards Administration, signed by Secretary of Agriculture Wallace on August 25. Under the order the members of the exchange may charge, in addition to the regular commission rates on livestock, \$1 a car when consigned by more than one and not more than five owners; \$1.50 a car for more than five and not more than ten owners; \$2 a car for more than 10 and not more than 20 owners; and \$3 a car for more than 20 owners.

On June 30, Secretary Wallace signed an order in which the Baltimore Exchange was restrained for 30 days from putting into effect an extra charge of 50 cents for each additional account of sales after the first two co-operative shipments. The complaint was filed by certain shippers of livestock.

At a hearing called on July 18 representatives of the Baltimore Exchange and the complaining witnesses representing the Federation of Co-operative Livestock Shipping Associations of Virginia joined in recommending the above schedule of rates. It was further ordered that such rates would be held in effect until the inquiry is fully completed.

FOR PURCHASING DEPARTMENTS

RENDERING MACHINERY DEMAND.

While some concerns in the industrial field may have felt that the last few months have not resulted in as much business as they had expected, there is no doubt that many others found gratifying increases in actual sales. Among those firms which state that they have found business considerably improved, not only in inquiries but in actual sales, is the Vulcan Iron Works, Inc., Jersey City, N. J.

This company writes THE NATIONAL PROVISIONER that it has done more business in the rendering field the first six months of this year than in the last two years together. The evidence of this increase in business of a substantial kind is in the sales made, and the Vulcan Iron Works cites the following list as a few of the installations this concern has made during the past half year:

Rohe & Brother, New York City; new dryer installation and tanks.

Jacob Ulmer Packing Co., Pottsville, Pa.; new motor drive dryer installation.

Jos. Rosenberg & Sons, Brooklyn, N. Y.; new dryer installation and general overhauling of plant.

Nagle Packing Co., Jersey City, N. J.; oleo melting and settling kettles.

P. F. Pfund & Son, Philadelphia, Pa.; new motor drive dryer installation.

Stowers' Pork Packing & Provision Co., Scranton, Pa.; new dryer installation.

California Glue Co., San Francisco, Cal.; new dryer installation.

A. Aaron, Inc., Brooklyn, N. Y.; complete rendering plant, consisting of motor drive dryer, four rendering tanks, receiving tanks, settling tanks and entire installation work.

Charles Maybaum & Son, Newark, N. J.; new dryer installation and overhauling of plant.

Atlantic Soap Works, Jersey City, N. J.; rendering tanks.

National Agricultural Chemical Co., Secaucus, N. J.; rendering tanks.

Armour & Company, New Jersey Butchers Dressed Meat Co.'s plant.

What is always even more gratifying than simply numbers of new orders are the repeat orders and the statements of satisfaction that come from the users of machinery and supplies. On this matter the Vulcan Iron Works states that in this respect it has had a great many repeat orders.

For example the order from the Jacob Ulmer Packing Co., Pottsville, Pa., covering a 4x12-foot motor drive dryer was to replace a dryer furnished by that company in 1901. The day the order was placed the old dryer was giving a good account of itself, but the buyer stated that while the dryer was still doing a day's work, he desired to get another of the latest improved type, which he is now operating and which is giving good service.

Another order from the Stowers' Pork Packing & Provision Co., in Scranton, was to replace a dryer furnished by the Vulcan Iron Works, Inc., twenty-four years ago. The president of the buying company had nothing but the highest praise for his old dryer.

Still another buyer after operating his new dryer furnished by the Vulcan Iron Works for one month stated he had cut his drying time in half and ordered the company to alter as near as possible his other equipment to bring same up to the Vulcan standard.

Inquiries have recently been received from Iceland, Australia, Johannesburg,

South Africa, Japan, also from India, requesting prices upon Vulcan equipment. This is a record of service that is worthy of emulation as well as a source of satisfaction.

HARTER ACT DISCUSSED.

(Continued from page 18.)

provision that the cargo shall be lightered ashore 'at the shipper's risk but at the steamer's expense' and also the following provisions:

"Steamer's responsibility ceases immediately the goods are discharged from the steamer's deck.

"The carrier shall have liberty to convey goods in lighters to and from the ship at the risk of the owners of the goods.

"The carrier has liberty to convey goods in craft and/or lighters to and from the steamer at the risk of the owners of the goods."

"We have already pointed out that it has been held that a voyage started when goods were laden upon a lighter provided by the carrier to carry the goods to the vessel. (Bulkley v. Naumkeag Steam Cotton Co., 24 Howard 386.) It would seem to follow logically that the voyage does not terminate until the goods are discharged from a lighter upon the dock, at the termination of the voyage, where the carrier furnishes the lighter.

Act Nullifies Provision.

"It is to be noted that the bill of lading here provides that the lighterage shall be at the steamer's expense. If the steamship company hires lighters to discharge cargo and carry it from the vessel to the shore, we are of opinion that the steamship company has thereby substituted another vessel to complete a part of the contract contained in the bill of lading. Whether it be considered that the goods are still in transit or are in course of being discharged from the vessel, we are of opinion that the provisions of the bill of lading in reference to the liability of the steamship company for loss or damage to the goods while on the lighter are governed and limited by the provisions of the Harter Act.

"As pointed out by Mr. Gillespie in his very intelligently worded inquiry, sections 1 and 2 of the Harter Act provide that a carrier can not lawfully exempt himself by a provision in the bill of lading from liability for loss arising from negligence or fault or failure in the proper custody, care, or proper delivery of any lawful merchandise committed to his charge, and that any such provision in a bill of lading shall be null and void and of no effect. We believe that it should properly be held that the goods are still 'committed to his (carrier's) charge' and are being 'delivered' by him while the goods are on the lighter.

"We are therefore of opinion that the inclusion in the bill of lading of a clause that the carrier shall have liberty to convey the goods upon lighters at the risk of owners is a provision rendered null and void by the provisions of section 1 of the Harter Act, and that, if loss or damage arises to the cargo on the lighters through unseaworthiness or through negligent care and custody of the cargo, the steamship company may be held liable therefor in a suit in personam and probably the vessel also held liable in rem.

Lighterage Not a Substituted Delivery.

"We have considered the principle of substituted delivery in reference to this matter. There are several decisions holding that actual delivery to the consignee is not necessary to relieve the carrier from liability, but we know of no case deciding that delivery by the vessel on a lighter

hired by the vessel is a substituted delivery. It is possible if goods are discharged upon a lighter used merely for storage purposes, and such a discharge is customary in the port, that it might be held that a substituted delivery had been made; but where goods are to be carried from a vessel to the dock, we do not think that a substituted delivery can properly occur until discharge upon the dock.

"The points raised by Mr. Gillespie are extremely interesting, but our opinion above, while we believe it to be supported by principle and logic, is not supported by any decisions of our courts. The question is still open, and, of course, it is possible that when the courts have occasion to pass upon the question their decision may not coincide with the views above expressed."

ST. PAUL LIVESTOCK MARKET.

(Continued from page 38.)

3,000 less than for the same days of last week.

Good and choice dryfed beef steers are quotable at nominally steady prices from \$8.25 to \$10.00, but practically all cattle being marketed here are grass cattle. Best grass-fat steers of medium grade are quotable from about \$7.00 to \$8.00, although very few have been offered in this week's trade with quality enough to sell at these prices, most beef steers here being of the common grade, selling to killers from \$5.25 to \$6.75.

A price spread of \$3.00 to \$4.50 includes by far the greater percentage of sales of grass-fat butcher she stock, only relatively small numbers of young cows on the heifer order and heifers selling from \$5.00 to \$6.00, with an occasional heifer on the yearling order up to \$6.50 or somewhat higher.

Practically all sales of canners and cutters are made from \$2.25 to \$3.00. The market for bologna bulls has ruled irregular, advances in last week's late trade being erased on recent sessions and prices of bologna bulls today at \$3.00 to \$3.75 are practically steady with a week ago.

Veal calves have sold on an up-and-down market with values today practically the same as a week ago, best lights bringing \$9.75 and \$10.00 for the most part with seconds or culls largely at \$5.00 to \$6.00.

Hog receipts for the week to date total about 13,000 compared with 12,794 for the same period last week, and 8,762 for the corresponding days a year ago. Bulk of the lighter weight offering selling today at \$8.75 to \$8.85 showed declines of 25c to 40c compared with a week ago. Butchers averaging from about 260 to 325 pounds are quotable from \$7.25 to \$8.50, or about steady, while heavy packing sows selling largely at \$6.50, a few \$6.25 or below, are steady to strong for the period.

Sheep and lamb trade has been featured by net declines of about 50c compared with a week ago. Quality of the native lambs was plain today, bulk cashing at \$11.00, with seconds mostly \$7.00. Fat ewes ranged largely from \$3.00 to \$5.50.

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Chicago Section

Fred G. Duffield, vice-president of Jacob E. Decker & Sons, Inc., Mason City, Ia., was in Chicago this week.

H. C. Dix and A. V. Baker of the Cleveland Provision Co., Cleveland, O., were in Chicago this week.

H. W. Davis, traffic manager of John Morrell & Co., Ottumwa, Ia., paid a visit to Chicago this week.

A. L. Murphy, of Atlanta, Ga., manager of the Swift oil mill interests in the Southeast, was in Chicago last week.

Thos. E. Tower, vice-president of the Sullivan Packing Co., Detroit, Mich., was in Chicago for a short time during the week.

E. C. Merritt, vice-president and general manager of the Indianapolis Abattoir Co., Indianapolis, Ind., was in Chicago this week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 26,926 cattle, 7,122 calves, 55,244 hogs, and 36,238 sheep.

Vice-President C. B. Heinemann, of the Institute of American Meat Packers, and Tommy Williams, of UCOPCO, holidayed at Tomahawk Lake, Wis.

Swift & Company's sales of carcass beef in Chicago for the week ending Saturday, September 2, 1922, for shipment sold out, ranged from 7.00 to 17.00 cents per pound, averaged 12.69 cents per pound.

E. S. Waterbury, of Morris & Co., returned this week from a fishing expedition to the Wisconsin lakes. Needless to say, the stocks of "muskies" as shown by official reports on September 1, are very much less than last month.

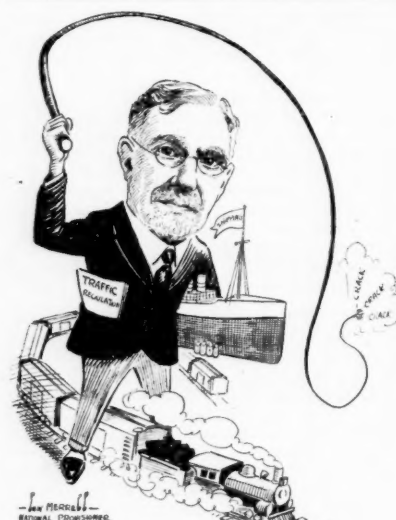
Frank D. McKeag has been appointed employment superintendent of Armour & Company's Chicago plant. Mr. McKeag has been an employee of Armour & Company for many years and has been superintendent of the box factory. He began his connection with Armour & Company in 1892.

The Peerless Packing Co. has leased its three-story building at 309 West South Water street, and also the four-story build-

ing at 310 West Lake street, formerly occupied by them, to Charles Keeshin, who will occupy the building with his produce and commission business.

Helen Harrington Downing, director of the food economics department in the Chicago office of Armour & Company, was suddenly stricken with acute appendicitis

Meat Trade Movies—No. 10.



HE KEEPS 'EM ON THE JUMP!
They can't put anything over on Charles E. Herrick, chairman of the traffic committee of the Institute of American Meat Packers and vice-president of the Brennan Packing Co., Chicago. His influence extends even as far as the Hague, where they have just drawn up a new set of rules to suit him. And they're not Hague peace rules, either!

while attending the home economics convention in Corvallis, Ore., and was operated on there in the general hospital. Mrs. Downing plans to go to her home in Ohio to recuperate.

Provision shipments from Chicago for the week ending September 2, 1922, with comparisons, are as follows:

	Last week.	Prev. week.	Last year.
Cured meats	12,148,000	11,608,000	19,659,000
Lard	9,648,000	9,150,000	21,528,000
Fresh meats	24,606,000	22,816,000	22,309,000
Pork	4,966	4,964	6,481
Canned meats	13,982	19,395	31,731

Receipts for the week: Cured meats, 1,669,000 lbs.; fresh meats, 5,831,000 lbs.; lard, 1,230,000 lbs.

CHICAGO PORK QUOTATIONS.

Wholesale prices of cured pork and pork products per 100 pounds, for the week ending August 25, 1922, with comparisons, are quoted by the U. S. Bureau of Markets as follows at Chicago:

	Aug. 25.	Aug. 18.	July 28.
Hams, smoked, 14-16 average	\$21.00-23.50	\$22.00-24.50	\$26.00-28.50
Hams, fancy, 14-16 average	25.00-27.00	26.00-27.50	29.50-31.50
Picnics, smoked, 4-8 average	14.50-17.00	14.75-17.50	17.00-19.00
Bacon, breakfast, 6-8 average	25.00-28.00	24.00-28.00	25.00-28.00
Bacon, fancy, 6-8 average	33.00-36.00	33.00-36.00	32.00-36.00
Bellies, D. S., 14-16 average	15.50-16.25	15.50-16.50	15.50-16.00
Backs, D. S., 14-16 average	12.00-13.75	12.00-13.50	12.00-13.50
Pure lard, tierces 12.50-14.00	12.00-14.00	13.00-14.25	
Compound lard, tierces	12.50-13.00	12.25-13.50	12.75-14.00

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, September 7, 1922, with comparisons, are reported to The National Provisioner as follows:

	Week ending Sept. 7.	Previous week.	Cor.
Armour & Co.	9,100	11,200	10,374
Anglo-Amer. Provision Co.	5,600	6,400	6,952
Swift & Co.	7,400	10,300	8,871
G. H. Hammond & Co.	4,200	6,400	5,563
Morris & Co.	7,500	9,200	4,727
Wilson & Co.	8,300	10,000	6,100
Boyd-Lunham & Co.	4,800	4,800	4,800
Western Pkg. & Prov. Co.	7,500	10,800	7,263
Roberts & Oake	3,500	4,300	3,200
Miller & Hart	2,700	3,400	2,718
Independent Packing Co.	4,800	4,800	4,292
Fremann Packing Co.	4,600	5,400	3,900
Wm. Davies Co.	1,800	700	1,000
Agar Pkg. Co.	1,000		
Others	5,500	8,100	5,500
Total	78,300	95,800	75,290

CHICAGO MEAT TRADE CONDITIONS.

The weekly review of meat trade conditions at Chicago by the United States Bureau of Markets is as follows:

High temperatures, which locally had reached well up in the nineties on several days, had a depressing effect on the fresh meat trade, although many vacationists have returned and schools are open. The demand stimulating influences were more than offset by the extreme heat, and the week's volume on fresh meat will be far below normal, with the probability of reaching a new low mark for the season. Only slight changes in prices took place, as concessions have little influence toward increasing the movement. However, considerable stock, especially pork from outside plants, arrived in such condition as to necessitate prompt disposition and uneven price concessions were frequent. Assortments of steer beef were good, with medium and good grades selling from \$14 to \$16 in the majority. Choice steers selling at \$16 to \$16.50 were not uncommon, and a few sales were made at \$17. Supplies were not heavy, but fully adequate for the very narrow demand. Some

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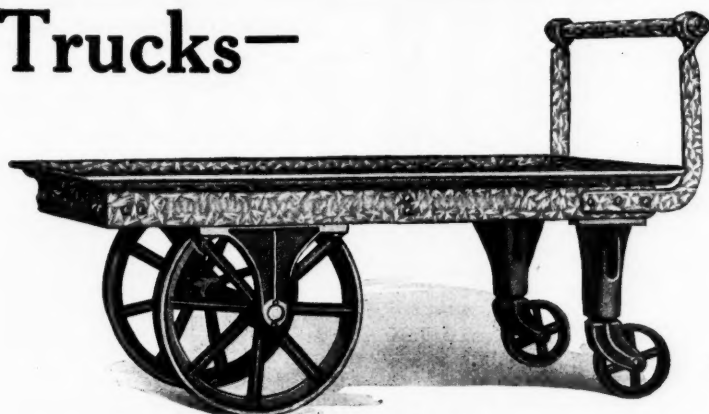
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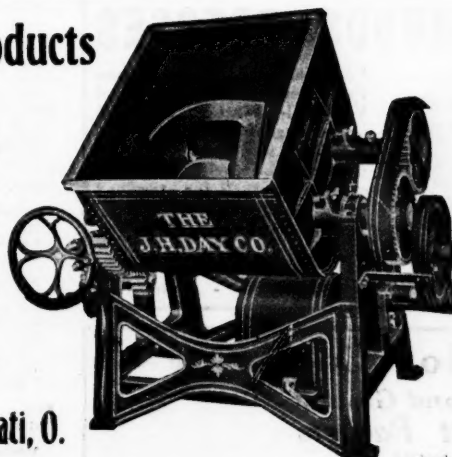
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beef unloaded a day late on account of the Monday holiday, sold at lower prices, owing to its unattractive appearance. Quotations in general are practically unchanged from a week ago. Cow supplies were moderate and consisted largely of canners, cutters and western grass cows of a low butcher type. Demand was draggy on all classes, with boners bearish and buying conservatively. Beef cuts of all kinds moved slowly and unevenly, with prices on a downward trend. Bologna bulls, although in light supply, sold generally steady under a limited demand. Kosher beef moved fairly well at practically unchanged prices.

With barely liberal receipts of veal the first part of the week, and moderate supplies thereafter, prices held generally steady with the exception of a \$1 lower top. Offerings consisted largely of common and medium heavyweight grassers, sold mostly in cuts. However, there was an ample supply of better grades to meet the demand, which was generally slow.

The general quality of the lamb supply for the week was below the average. Demand was generally slow, and prices on all grades except common, show a decline of \$1 from a week ago.

Light offerings of mutton consisted largely of heavy ewes and bucks which moved fairly well at prices generally steady with a week ago.

Owing to delayed delivery of cars from the western points, many unevenly lower spots were reached on stock requiring prompt movement. Fresh locally cut loins moved firm to higher than a week ago with the supplies somewhat limited. Considering the extremely hot weather demand was fair throughout the week.

Compared with last Friday steers generally steady, cows steady to \$1 lower, bulls unchanged, veal steady with \$1 lower top, common lambs steady, other grades \$1 lower, mutton unchanged, pork loins steady to \$1 higher, shoulders 50c lower, picnics steady to 50c higher, Boston butts steady to 50c higher and spareribs 50c lower. Owing to the late arrival of cars, there will be a fairly liberal carryover of beef and pork and a light carryover of veal and lamb.

CHICAGO STOCKS OF PROVISIONS.

Stocks of provisions at Chicago on August 31, 1922, with comparisons were as follows:

	Aug. 31, 1922.	July 31, 1922.	Aug. 31, 1921.
M. pork, new, made since Oct. 1, 1921, bbls.,	1,125	597	1,093
M. pork, made Oct. 1, 1920, to Oct. 1, 1921,			
Other kinds of barrelled pork, bbls.,	23,157	25,499	26,260
*P. S. lard, made since Oct. 1, 1921, lbs.,	60,462,967	72,732,926	62,687,622
P. S. lard, made Oct. 1, 1920, to Oct. 1, 1921,			
P. S. lard, previous to Oct. 1, 1920,			
Other kinds of lard since Oct. 1, 1921, lbs.,	5,163,544	10,082,872	8,840,171
Short rib sides, made since Oct. 1, 1921, lbs.,	1,881,499	2,537,543	7,349,348
Short rib sides, made previous to Oct. 1, 1921, lbs.,			
Short clear sides, lbs.,	518,825	335,575	278,738
Ex. sh. clear sides, made since Oct. 1, 1921, lbs.,	795,313	811,051	1,442,697
Ex. sh. clear sides, made previous to Oct. 1, 1921, lbs.,			
Ex. short rib sides, Dry salted short fat backs, lbs.,	349,145	386,275	1,221,075
D. S. shoulders, lbs.,	2,717,221	3,062,729	4,490,017
D. S. bellies, lbs.,	161,612	202,293	243,631
Sweet pkld. hams, lbs.,	27,998,351	27,376,004	33,113,450
Sweet pkld. hams, lbs.,	23,538,817	24,482,323	19,570,418
Sweet pkld. skinned hams, lbs.,	17,987,142	15,969,933	13,117,867
Sweet pkld. bellies, lbs.,	7,666,166	9,680,000	10,126,340
Sweet pkld. Calif. or picnic hams, lbs.,			
Boston shldrs., lbs.,	10,316,965	8,806,609	8,023,636
Sweet pkld. shldrs., lbs.,	273,985	133,630	148,419
Other cuts of meats, lbs.,	9,797,449	9,786,128	13,661,261
Tot. cut meats, lbs.,	104,062,520	103,570,103	112,788,906

*In storage tanks and tierces.

CHICAGO LIVESTOCK.

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Saturday, Aug. 26...	1,792	344	5,643	1,650
Monday, Aug. 28...	18,046	3,654	35,607	22,436
Tuesday, Aug. 29...	9,889	2,486	23,517	16,899
Wednesday, Aug. 30...	11,679	1,645	21,312	18,097
Thursday, Aug. 31...	11,169	2,732	20,361	15,908
Friday, Sept. 1...	4,357	1,117	16,683	14,096
Saturday, Sept. 2...	2,000	500	6,000	2,000

Total for week...	57,355	12,190	124,669	87,651
Previous week...	60,676	13,108	127,166	76,259
Year ago...	45,847	9,069	109,123	129,560
Two years ago...	64,840	13,315	100,615	131,047

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Saturday, Aug. 26...	524	226	1,718	2,482
Monday, Aug. 28...	4,147	240	6,951	1,712
Tuesday, Aug. 29...	3,164	119	4,796	5,161
Wednesday, Aug. 30...	4,391	30	4,326	5,567
Thursday, Aug. 31...	4,974	81	2,815	7,847
Friday, Sept. 1...	2,984	50	3,554	7,847
Saturday, Sept. 2...	1,000	50	1,000	2,000

Total for week...	21,372	780	23,412	29,706
Previous week...	17,508	504	18,805	23,970
Year ago...	18,424	1,447	25,624	52,276
Two years ago...	27,627	1,587	21,201	53,775

Receipts at Chicago for the year to September 2, 1922, with comparisons:

	1922.	Year.	1921.
Cattle	1,947,658		1,794,870
Calves	546,219		536,541
Hogs	5,346,370		5,453,499
Sheep	2,449,660		2,950,976

Total receipts of hogs at eleven markets:

	Week.	Year to date.
Week ending September 2...	461,000	19,050,000
Previous week...	490,000	
Cor. week, 1921...	367,000	19,531,000
Cor. week, 1920...	364,000	20,081,000
Cor. week, 1919...	299,000	21,945,000
Cor. week, 1918...	363,000	20,973,000
Cor. week, 1917...	233,000	18,322,000
Cor. week, 1916...	227,000	20,001,000
Cor. week, 1915...	321,000	18,217,000
Cor. week, 1914...	278,000	15,762,000

Combined receipts at seven points for week ending September 2, 1922, with comparisons:

	Cattle.	Hogs.	Sheep.
Week ending Sept. 2...	238,000	378,000	228,000
Previous week...	274,000	355,000	199,000
1921...	168,000	272,000	351,000
1920...	244,000	259,000	343,000
1919...	256,000	216,000	536,000
1918...	294,000	246,000	289,000
1917...	281,000	175,000	249,000
1916...	139,000	157,000	222,000
1915...	202,000	244,000	319,000
1914...	162,000	186,000	333,000

*Threatened railroad strike curtailed week's receipts in 1916.

Combined receipts at seven markets for year to September 2, with comparisons:

	Cattle.	Hogs.	Sheep.
1922...	6,283,000	15,510,000	6,193,000
1921...	5,600,000	15,319,000	7,391,000
1920...	6,281,000	16,799,000	6,671,000
1919...	7,477,000	18,096,000	8,137,000
1918...	7,429,000	17,122,000	6,345,000
1917...	6,401,000	15,077,000	5,847,000
1916...	5,231,000	16,464,000	6,618,000
1915...	4,579,000	13,932,000	6,489,000

Chicago packers' hog slaughter for week ending September 2, 1922:

Armour & Co.	11,400
Anglo-American	6,400
Swift & Co.	13,900
G. H. Hammond Co.	6,700
Morris & Co.	8,800
Wilson & Co.	11,200
Boyd-Lambert & Co.	4,900
Western Packing & Provision Co.	11,600
Roberts & Oake	4,300
Miller & Hart	3,500
Independent Packing & Provision Co.	5,500
Fremann Packing Co.	5,800
William Davies Co.	2,300
Others	14,600

Total	110,000
Previous week	115,000
Year ago	89,900
Two years ago	88,900
Three years ago	69,000

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ending Sept. 2...	\$9.85	\$8.10	\$6.75	\$12.70
Previous week...	9.50	8.10	6.75	12.80
Cor. week, 1921...	8.50	8.25	3.75	8.10
Cor. week, 1920...	15.00	15.00	7.70	13.35
Cor. week, 1919...	15.75	18.45	8.75	14.75
Cor. week, 1918...	16.25	19.25	11.99	17.40
Cor. week, 1917...	12.75	17.70	10.80	17.00
Cor. week, 1916...	9.65	10.80	7.75	10.65
Cor. week, 1915...	8.70	7.05	5.65	8.70
Cor. week, 1914...	9.45	9.00	5.40	7.80
Cor. week, 1913...	8.20	8.25	4.30	7.25
Cor. week, 1912...	8.20	8.52	4.30	7.30
Cor. week, 1911...	7.00	7.08	3.75	5.50

Average, 1911-1921... \$10.85 \$11.75 \$6.75 \$10.70

Prices at Chicago, Thursday, September 7:

CATTLE.

Beef Steers:	
Med. and heavy wt. (1,100 lbs. up)...	
Choice and prime	\$10.40@11.25
Good	9.25@10.40
Medium	8.00@9.25
Common	6.25@8.00
Light weight (1,100 lbs. down)...	
Choice and prime	10.15@11.10
Good	9.10@10.15
Medium	7.00@9.10
Common	6.00@7.90
Butcher Cattle:	
Heifers, common choice	4.75@9.25
Cows, common choice	3.65@8.10
Bulls, Bologna and beef	3.65@6.25
Canners and Cutters:	
Cows and heifers	2.70@3.65
Canner steers	3.75@4.50
Veal Calves:	
Light and med. weight, med. good and choice	11.25@12.75
Heavy weight, common choice	4.25@7.50

HOGS.

Top	\$9.60
Bulk of sales	6.80@9.55
Heavy weight (250 lbs. up), med. choice	7.90@9.20
Med. weight (200-250 lbs.), med. choice	8.75@9.50
Light weight (150-200 lbs.), com. choice	9.20@9.55
Light lights (130-150 lbs.), com. choice	8.50@9.20
Packing sows (250 lbs. up), smooth	6.75@7.35
Packing sows (200 lbs. up), rough	6.40@6.75
Killing pigs (150 lbs. down), med. choice	7.50@8.50

SHEEP.

Lambs (84 lbs. down), medium prime	\$11.75@12.90
Culls and common	8.00@11.50
Yearling wethers	8.25@8.85
Wethers, medium prime	5.50@8.50
Ewes, medium choice	3.00@6.75
Culls and common	1.50@3.50
Feeding ewes	4.50@11.50
Feeding lambs, medium choice	11.50@12.75

CHICAGO PROVISION MARKET

Official Board of Trade Range of Prices.

SATURDAY, SEPTEMBER 2, 1922.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
No trading.				
LARD—(Per 100 lbs.)—				
Sept.	\$10.17½	\$10.17½	\$10.10	\$10.12½
Oct.	10.30	10.30	10.22½	10.22½
Jan.	9.15	9.15	9.12½	9.12½
RIBS—(Boxed 25c more than loose)—				
Sept.				9.75
Oct.				9.70

MONDAY, SEPTEMBER 4, 1922.

Holiday—No market.

TUESDAY, SEPTEMBER 5, 1922.

PORK—(Per bbl.)—				
No trading.				
LARD—(Per 100 lbs.)—				
Sept.	10.07	10.10	9.87½	10.00
Oct.	10.15	10.17½	9.90	10.00
Jan.	9.07½	9.07½	8.87½	8.90
RIBS—(Boxed 25c more than loose)—				
Sept.				9.50
Oct.				9.50

WEDNESDAY, SEPTEMBER 6, 1922.

PORK—(Per bbl.)—				
No trading.				
LARD—(Per 100 lbs.)—				
Sept.	10.02½	10.27½	10.00	10.22½
Oct.				10.27½
Jan.	8.90	9.07½	8.90	9.07½

RIBS—(Boxed 25c more than loose)—

Sept.	9.75	9.75	9.75	9.75
Oct.	9.70	9.70	9.70	9.70

THURSDAY, SEPTEMBER 7, 1922.

Open. High. Low. Close.

PORK—(Per bbl.)—

Oct.—No trading.

LARD—(Per 100 lbs.)—

Sept. | | | 10.35 || Oct. | 10.35 | 10.40 | 10.32½ | 10.40 |
Jan.	9.15	9.15	9.10	9.15
RIBS—(Boxed 25c more than loose)—				
Sept.				9.75
Oct.				9.70

FRIDAY, SEPTEMBER 8, 1922.

Open. High. Low. Close.

PORK—(Per bbl.)—

No trading.

LARD—(Per 100 lbs.)—

Sept. | | | 10.35 || Oct. | 10.30 | 10.40 | 10.30 | 10.37½ |
Dec.				3.20
Jan.	9.12½	9.15	9.02½	9.05
RIBS—(Boxed 25c more than loose)—				
Sept.				9.75
Oct.				9.70

CHICAGO RETAIL FRESH MEATS

Corrected weekly by C. W. Kaiser, Sec'y United Master Butchers' Ass'n of Chicago.)

Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end...	26	22	20
Rib roast, light end...	35	28	22
Chuck roast...	20	15	12
Steaks, round...	35	30	23
Steaks, sirloin, first cut...	45	38	30
Steaks, porterhouse...	00	45	32
Steaks, flank...	30	25	15
Beef stew, chuck...	18	15	14
Corned briskets, boneless...	20	18	20
Corned plates...	12	10	10
Corned rumps, boneless...	25	22	18

Lamb.

	Good.	Common.
Hindquarters	42	30
Legs	45	38
Stews	18	12
Chops, shoulder	25	22
Chops, rib and loin	48	32

Mutton.

Legs	22	..
Stew	15	..
Shoulders	20	..
Chops, rib and loin	35	..

Pork.

Loins, whole, 8@10 avg.	30	@33
Loins, whole, 10@12 avg.	26	@30
Loins, whole, 12 to 14...	21	@26
Loins, whole, 14 and over...	19	@23
Chops	35	@38
Shoulders	19	@23
Butts	20	@22
Spareribs	11	@14
Hocks	12	@15
Leaf lard, unrendered...	10	@12

Veal.

Hindquarters	26	@32
Forequarters	12½	@1½
Legs	25	@38
Breasts	12½	@18
Shoulders	16	@23
Cutlets	16	@22
Rib and loin chops	25	@35

Butchers' Offal.

Shut	@ 4
Shop fat	@ 2
Bones, per 100 lbs.	@50
Calf skins	@18
Kips	@14
Deacons	@18

CURING MATERIALS.

	Rbbs.	Sack-
Double refined saltpetre, gran.	6½	6½
Crystals	7½	7½
Double refined nitrate of soda, f. o. b.		
N. Y. & S. F. carloads	4½	4½
Less than carloads, granulated	4½	4½
Crystals	5½	5½
Kegs, 100@130 lbs., 1c more.		
Boric acid, crystals to powdered	12	11½
Borax, crystals to powdered	7½	6½

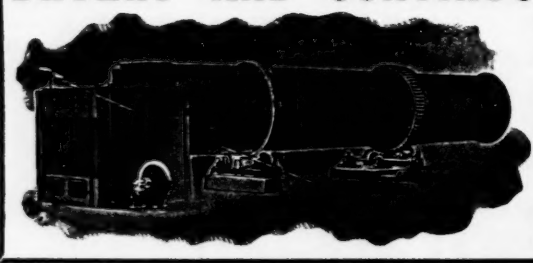
Sugar—

Raw sugar, 96 basis	@ 5½
Second sugar, 90 basis	@ 4½
Syrup, testing 63 to 65 combined sucrose and invert	@23
Standard, granulated, f. o. b. refinery (less 2 per cent)	6.60@ 6.75
To refiners, \$6.75; others	6.60@ 6.75
Plantation, granulated, f. o. b. New Orleans (less 2 per cent)	@ 6.35
White clarified, f. o. b., New Orleans	@ 6½
Yellow clarified, f. o. b., New Orleans	@ 6½
(net)	@ 6½

Salt—

Granulated, car lots, per ton, f. o. b., Chicago, bulk	\$9.80
Medium, car lots, per ton, f. o. b., Chicago, bulk	11.30
Rock, car lots, per ton, f. o. b., Chicago	7.30

DRYERS AND CONTINUOUS PRESSES



For Tankage, Blood, Bone

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.		Week ending September 9, 1922.	Cor. week, 1921.
Prime native steers.....	16	@17	16 1/2 @18
Good native steers.....	13	@16	15 1/2 @16 1/2
Medium steers.....	12	@15	12 @15
Heifers, good.....	12	@16	13 @15
Cows.....	7	@11	8 @12
Thin quarters, choice.....	7	@23	@24 1/2
Fore quarters, choice.....	7	@11	@12

Beef Cuts.

Steer Loins, No. 1.....	@36	@32
Steer Loins, No. 2.....	@32	@30
Steer Short Loins, No. 1.....	@42	@44
Steer Short Loins, No. 2.....	@38	@42
Steer Loin Ends (hips).....	@27	@27
Steer Loin Ends, No. 2.....	@26	@26
Cow Loins.....	14	@22
Cow Short Loins.....	18	@28
Cow Loin Ends (hips).....	12	@18
Steer Ribs, No. 1.....	@25	@24
Steer Ribs, No. 2.....	@7	@7
Cow Ribs, No. 1.....	@15	@15
Cow Ribs, No. 2.....	@9	@9
Steer Rounds, No. 1.....	@14 1/2	@16
Steer Rounds, No. 2.....	@15 1/2	@14
Steer Chucks, No. 1.....	@10	@10
Steer Chucks, No. 2.....	@9	@8
Cow Rounds.....	10	@12 1/2
Cow Chucks.....	5	@5
Steer Plates.....	@8	@6
Medium Plates.....	@7 1/2	@5
Briskets, No. 1.....	@15	@13
Briskets, No. 2.....	@12	@12
Steer Navel Ends.....	@4 1/2	@5
Cow Navel Ends.....	@3 1/2	@4
Fore Shanks.....	@4 1/2	3 1/2 @4
Hind Shanks.....	@3 1/2	@3
Rolls.....	@20	@20
Strip Loins, No. 1, boneless.....	@50	@55
Strip Loins, No. 2.....	@55	@45
Strip Loins, No. 3.....	@12	@12
Striploin Butts, No. 1.....	@30	@33
Striploin Butts, No. 2.....	@28	@28
Striploin Butts, No. 3.....	@16	@17
Beef Tenderloins, No. 1.....	@75	@75
Beef Tenderloins, No. 2.....	@65	@65
Rump Butts.....	@20	28 @30
Flank Steaks.....	@17	@20
Boneless Chucks.....	@10	@10
Shoulder Clods.....	@15	@15
Hanging Tenderloins.....	@8	@8
Trimminings.....	@8	@8

Beef Product.

Brains, per lb.....	5 1/2 @8	5 @7
Heart, per lb.....	4 1/2 @8	2 1/2 @6
Tongues.....	28 @30	@28
Sweetbreads.....	32 @35	24 @28
Oxtail, per lb.....	4 @7	3 @8
Fresh Tripe, plain.....	@5	@5
Fresh Tripe, H. C.....	@4 1/2	@4
Livers.....	6 3/4 @9	7 @8
Kidneys, per lb.....	@10 1/2	@8

Veal.

Choice Carcass.....	19 @20	21 @22
Good Carcass.....	16 @18	10 @20
Good Saddles.....	22 @22	28 @32
Good Backs.....	11 @11	14 @16
Medium Backs.....	6 @8	5 @7

Veal Product.

Brains, each.....	6 @8	6 @8
Sweetbreads.....	56 @60	46 @50
Calf Livers.....	28 @35	26 @32

Lamb.

Choice Lambs.....	25 @26	@20
Medium Lambs.....	22 @23	@18
Choice Saddles.....	22 @23	@24
Medium Saddles.....	22 @23	@20
Choice Fores.....	22 @23	@17
Medium Fores.....	22 @23	@16
Lamb Fries, per lb.....	22 @23	@23
Lamb Tongues, each.....	22 @23	@18
Lamb Kidneys, per lb.....	22 @23	25 @28

Mutton.

Heavy Sheep.....	@8	@8
Light Sheep.....	@14	@12
Heavy Saddles.....	@15	@10
Light Saddles.....	@18	@15
Heavy Fores.....	@12	@8
Light Fores.....	@12	@8
Mutton Legs.....	@20	@15
Mutton Loins.....	@15	@14
Mutton Stew.....	@7	@4
Sheep Tongues, each.....	@8	@8
Sheep Heads, each.....	@10	@10

Fresh Pork, Etc.

Dressed Hogs.....	@18	@16 1/2
Pork Loins.....	@28	@28
Leaf Lard.....	@12	@12
Tenderloin.....	@48	@52
Spare Ribs.....	@9	@8
Butts.....	@17 1/2	@18
Hocks.....	@12	@11
Trimminings.....	@9	@9
Extra lean trimminings.....	@14	@14
Tails.....	@8	@7
Snouts.....	@5	@4
Pigs' Feet.....	@4 1/2	@3 1/2
Pigs' Heads.....	@6	@6
Blade Bones.....	@9	@9
Blade Meat.....	@11	@12
Cheek Meat.....	@9	@6
Hog Livers, per lb.....	4 1/2 @5	4 @6
Neck Bones.....	@3 1/2	@4
Skinless Shoulders.....	@13	@13
Pork Hearts.....	@5	@4
Pork Kidneys, per lb.....	@5	@4
Pork Tongues.....	@18	@12
Ship Bones.....	@9	@9
Tail Bones.....	@8	@8
Brains.....	@8	@8
Rack fat.....	@12	12 @13
Hams.....	@24	@24
Cans.....	@14	@13 1/2
Bellies.....	@24	@16

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. cartons.....	@22
Country style sausage, fresh, in link.....	@15
Country style sausage, fresh, in bulk.....	@14
Country style sausage, smoked.....	@17
Mixed sausage, fresh.....	@18
Frankfurts in pork casings.....	@13
Frankfurts in sheep casings.....	@15
Bologna in beef bungs, choice.....	@14
Bologna in beef middles, choice.....	@14
Bologna in cloth, paraffined, choice.....	@14
Liver sausage in hog bungs.....	@16
Liver sausage in beef rounds.....	@10
Head cheese.....	@11
New England luncheon specialty.....	@16
Liberty luncheon specialty.....	@16
Mixed luncheon specialty.....	@19
Tongue sausage.....	@14
Blood sausage.....	@14
Polish sausage.....	@14
Souse.....	@14

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@40
Cervelat, new condition, in hog bungs.....	@45
Cervelat, new condition, in beef middles.....	@45
Thuringer Cervelat.....	@20
Farmer.....	@24
Holsteiner.....	@16
B. O. Salami, choice.....	@43
B. O. Salami, new condition.....	@20
Milano salami, choice, in hog bungs.....	@42
Frisses, choice, in hog middles.....	@38
Genoa style salami.....	@61
Peperoni.....	@31
Mortadella, new condition.....	@19
Capicola.....	@47
Italian style hams.....	@40
Virginia style hams.....	@40

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	5.75
Large tins, 1 to crate.....	6.50
Frankfurt style sausage in hog bungs—	
Small tins, 2 to crate.....	7.00
Large tins, 1 to crate.....	8.00
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	6.50
Large tins, 1 to crate.....	7.50
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	6.00
Large tins, 1 to crate.....	7.00

SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef rounds, domestic, per set.....	.34
Beef rounds, export, per set.....	.37 1/2
Beef middles, per set.....	1.27
Beef bungs, No. 1, per piece.....	.29
Beef bungs, No. 2, per piece.....	.19
Beef weasands, No. 1, per piece.....	.17
Beef weasands, No. 2, per piece.....	.09 1/2
Beef bladders, small, per doz.....	1.75
Beef bladders, medium, per doz.....	1.40
Beef bladders, large, per doz.....	1.50
Hog casings, medium, f. o. b.....	.90
Hog middles, with cap, per set.....	.17
Hog middles, without cap, per set.....	.15
Hog bungs, export.....	.25
Hog bungs, large.....	.14
Hog bungs, medium.....	.08
Hog bungs, narrow.....	.03 1/2
Hog stomachs, per piece.....	.08
Imported sheep casings, extra wide.....	
Imported sheep casings, medium wide.....	
Imported sheep casings, extra wide.....	

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	14.00
Honeycomb tripe, 200-lb. bbl.....	16.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00
Pork feet, 200-lb. bbl.....	14.00
Pork tongues, 200 lb. barrel.....	43.00
Lamb tongues, long cut, 200-lb. bbl.....	43.00
Lamb tongues, short cut, 200-lb. bbl.....	48.00

CANNED MEATS.

	No. 1/2	No. 1	No. 2	No. 6
Corn beef.....	\$1.75	\$2.35	\$3.25	\$15.00
Roast beef.....	2.35	4.00	4.00	22
Sliced dried beef.....	3.10	4.90	4.75	16.50
Ox tongue, whole.....			17.50	56.00
Lunch tongue.....	2.75	4.50	8.75	32.50
Corn beef hash.....	1.60		4.25	
Hamburger steaks with onions.....	1.50	2.35	4.25	
Vienna style sausage.....	1.15	2.25	4.15	
Veal loaf, medium size.....	2.00			
Chili con carne with, or without, beans.....	1.25			
Potted meats.....	.80			

BARBELED PORK AND BEEF.

Mess pork, regular.....	24.00
Family back pork, 20 to 34 pieces.....	26.50
Family back pork, 35 to 45 pieces.....	27.50
Clear pork back, 40 to 50 pieces.....	25.00
Clear pork back, 50 to 60 pieces.....	23.00
Clear pork back, 20 to 35 pieces.....	21.50
Clear plate pork, 35 to 45 pieces.....	20.50
Bean pork.....	19.00
Brisket pork.....	23.00
Plate beef.....	13.50
Extra plate beef, 200-lb. barrels.....	15.00

BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chicago.....	@19
Cartons, rolls or prints, 1 lb.....	@20
Cartons, rolls or prints, 2 @5 lbs.....	@19 1/2
Shortenings, 30 @60 lb. tubs.....	@16
Nut Margarine, prints, 1 lb.....	@19

DRY SALT MEATS.

Extra short clears.....	@11 1/2
Extra short ribs.....	@11 1/2
Short clear middles, 60 avg.....	@11 1/2
Clear bellies, 14 @16 lbs.....	@14
Clear bellies, 18 @20 lbs.....	@13
Clear bellies, 20 @25 lbs.....	@11 1/2

Clear bellies, 25 @30 lbs.....	@11 1/2
Rib bellies, 20 @25 lbs.....	@11 1/2
Rib bellies, 25 @30 lbs.....	@10 1/2
Fat backs, 10 @12 lbs.....	@9 1/2
Fat backs, 12 @14 lbs.....	@10 1/2
Fat backs, 14 @16 lbs.....	@10 1/2
Regular plates.....	@7 1/2
Butts.....	@7

WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14 @16 lbs.....	@25
Skinless hams, fancy, 16 @18 lbs.....	@27
Standard regular hams, 12 @16 lbs.....	@22 1/2
Picnics, 6 @8 lbs.....	@13 1/2
Breakfast bacon, fancy, 6 @8 lbs.....	@36
Standard bacon, 6 @8 lbs.....	@28
Standard bacon, 8 @12 lbs.....	25 1/2 @27
Standard bacon, 12 @14 lbs.....	@23 1/2
Standard bacon strips, 6 @7 lbs.....	@23 1/2
Cooked hams, choice, skin on, surplus fat off, smoked.....	@38
Cooked hams, choice, skinned, surplus fat off, smoked.....	@30
Cooked hams, choice, skinned, surplus fat off, smoked.....	@41
Picnics, skin on, surplus fat off, smoked.....	@22
Picnics, skinned, surplus fat off, smoked.....	@23
Loin roll.....	@39

FERTILIZERS.

	Per unit.
Ground dried blood.....	\$ 4.25 @ 4.35
Unground and crushed blood.....	4.00 @ 4.15
Concentrated tankage, ground.....	3.50 @ 3.75
Hoofmeal.....	3.15 @ 3.25
Ground tankage, 10 to 11%.....	3.50 @ 3.85
Ground tankage, 6 1/2 to 9%.....	3.35 @ 3.40
Crushed and unground tankage.....	2.50 @ 3.25
Ground raw bone, per ton.....	34.00 @ 36.00
Ground steamed bone, per ton.....	26.00 @ 28.00
Unground steamed bone.....	20.00 @ 22.00
Unground bone tankage.....	18.00 @ 20.00

HORNS, HOOF AND BONES.

	Per ton.
No. 1 horns.....	\$225.00 @ 250.00
No. 2 horns.....	175.00 @ 200.00
No. 3 horns.....	75.00 @ 125.00
Hoofs, black and striped.....	32.50 @ 35.00
Hoofs, white.....	60.00 @ 70.00
Grinding hoofs.....	28.00 @ 30.00
Round shin bones, heaves.....	100.00 @ 110.00
Round shin bones, light.....	80.00 @ 90.00
Flat shin bones, heaves.....	90.00 @ 95.00
Flat shin bones, light.....	75.00 @ 80.00
Thigh bones, heaves.....	100.00 @ 115.00
Thigh bones, light.....	80.00 @ 90.00
Skulls, jaws and knuckles.....	30.00 @ 32.50
Note—Foregoing horns, hoofs and bones must be assorted, free from grease, hard and clean.	

LARD (Unrefined).

Prime, steam, cash.....	@10.05
Prime, steam, loose.....	@9.75
Neutral lard.....	12 1/2 @ 12 3/4

LARD (Refined).

Pure lard, kettle rendered, per lb., tes.....	11 @11 1/4
Pure lard.....	11 @11 1/4
Compound.....	10 1/2 @11 1/4
Barrels, 1/4c over tierces; half barrels, 1/4c over tierces; tubs and pails, 10 to 80 lbs., 1/4c to 1c over tierces.	

OLEO OIL AND STEARINE.

Oleo oil, extra.....	10 1/2 @11
Oleo stock.....	10 1/2 @10 1/2
Prime No. 2, oleo oil.....	9 1/2 @10
Prime No. 2, oleo stock.....	9 1/2 @9 1/2
No. 3 oleo oil.....	8 1/2 @9
No. 1 oleo stearine, edible.....	8 @8 1/2
No. 2 oleo stearine, edible.....	8 @8 1/2

TALLOW AND GREASES.

Edible tallow.....	7 1/2 @ 7 3/4
Choice country tallow.....	7 @ 7 1/4
Packers, prime, loose tallow.....	6 3/4 @ 7
Packers, No. 1 loose, tallow.....	6 1/4 @ 6 1/2
Packers' No. 2 tallow.....	5 @ 5 1/2
White, choice grease.....	7 @ 7 1/4
White, "A" grease.....	6 3/4 @ 7
Yellow grease, 10 to 15 per cent acid.....	5 1/2 @ 6
Yellow grease, 15 to 30 per cent acid.....	5 1/4 @ 5 1/2
Brown grease.....	5 @ 5 1/2
Crackling grease.....	5 1/4 @ 5 1/2
Hone, naptha extracted.....	4 3/4 @ 5
House.....	5 @ 5 1/4

VEGETABLE OILS.

Cottonseed oil—white, deodorized, in bbls.....	11 1/2 @12
Yellow, deodorized, in bbls.....	11 @11 1/2
P. S. Y., loose, Chicago.....	6 1/2 @ 6 3/4
P. S. Y., soap grade, loose, nom.....	6 @ 6 1/2
Soap stock, bbls, concn., 65%, f. o. b. Texas.....	2 1/4 @ 2 1/2
Linseed oil, loose, per gal.....	71 @85
Corn oil, loose.....	8 @8 1/2
Soya bean oil, seller tank, f. o. b. coast, nom.....	9 1/2 @10
Cocanut oil, seller tank, f. o. b. coast.....	6 1/2 @ 6 3/4

ANIMAL OILS.

Prime lard oil.....	12 1/2 @13 1/4
Extra winter strained lard oil.....	10 1/2 @11 1/4
Extra lard oil.....	10 1/2 @10 1/2
Extra No. 1 lard oil.....	9 1/2 @10
No. 1 lard oil.....	9 @9 1/2
No. 2 lard oil.....	8 1/2 @9
Pure neatfoot oil.....	12 @12 1/2
Extra neatfoot oil.....	9 1/2 @10
No. 1 neatfoot oil.....	9 @9 1/2
Acidless tallow oil.....	9 1/2 @10

Retail Section

A RETAIL MEAT TRADE BUILDING POLICY

Quality and Service More Important Than Price

(Written for the National Provisioner by Robert Falconer.)

A meat retail market in New England has been doing a meat and provision business longer than any other concern in its city. Throughout its existence it has been catering to the better class of trade. It is now counting among its customers the second and sometimes the third generation of the customers who traded at the store when it was first opened.

Apparently this concern has a business policy that builds up a business. The city in which it is located is one of about 10,000 population. It is a city that has been growing slowly. The industries are diversified, the woolen, woodworking and shoe industries being predominant.

This company rarely ever features prices. In the store, prices are not made at all prominent. It is not the practice of the store in fact to show the prices of any of its goods. In its advertisements it does not mention prices as a rule. As a matter of fact the advertisements that are used are little more than a list of some of the goods that are on hand. They are suggestions of what a person may buy.

One advertisement that mentions 36 items gives the price of but one. The policy of the store is not to attempt to meet the prices at which other stores offer their goods. A great many concerns have gone out of business in this city during the past 30 years while trying to meet the prices of competitors.

Not Prices, But Quality.

What this firm aims to do is not to meet prices but to establish and maintain a reputation for quality and reliability. A great deal of care is exercised in this store to select those goods that will give uniform satisfaction. Heavy beef is handled. High grade goods are carried to the exclusion of goods of any other grade.

When goods are received they are very carefully inspected and if they do not come up to the standards of the store they go right back to the wholesaler. Customers can rely upon what they buy at this store, and because they can do so the featuring of prices does not seem to be necessary.

This attention to quality rather than to prices does seem to lengthen the life of a business. In Providence, R. I., there is a meat market that is at least a hundred and thirty years old.

In this store one doesn't find a price sign on any of the goods. In this store, however, one does find quality goods. The store is immaculate. The goods are displayed with the greatest care. Each customer is served as though that customer was the only one the store had.

Selecting Customers Carefully.

Yet though the store is small as far as floor space is concerned, eleven clerks are employed. This store doesn't find it

necessary to do any advertising at all. There are just as many customers coming to it, without any effort to secure new customers on its part, as can be served in a satisfactory manner.

The concern has a great many credit accounts, in fact, a large part of its business is a credit business, but it doesn't extend credit to anyone who isn't able to demonstrate that he is responsible and prompt in paying his bills. As a matter of fact, it would almost seem at times as though this store placed obstacles in the way of people trading with it. It even goes so far as to confine its sales almost entirely to a certain section of the city. If a person lives in some other section his patronage is not solicited.

Each customer of the store is served so well, however, that other people become customers. As a matter of fact the whole policy of the store is to serve the customers in the best possible manner. Today there are direct descendants of those who first traded at this store who are trading there. It might be called a store catering almost exclusively to old R. I. families.

Build Business by Service.

It has been able to build up its prestige not by featuring prices, but by rendering real service. The people who trade at this store always know that they can rely upon it, that they will get good service there, that they will never get poor goods from there. They know that in the long run the values given are high.

In other words, what has built up both of these businesses is what has been done to serve the customers and not what has been said. It doesn't seem to count so much in the long run how much the business man talks about the values that he gives, the low prices and the like as it does the service that he actually renders. If he spares no effort to serve his customers just as well as they possibly can be served, then he stands a good chance of making a really worth while success provided that he sees to it that he is fairly rewarded for this service.

Real service has been said to be anticipating the wants of others and being in a position to satisfy those wants the moment that they arise. In every community there are a great many people who think that they want to buy things cheaper, but who are not willing to forego any of the little conveniences that have been extended to them. There are not enough people in every community, especially the small ones, to support a low price meat and grocery store.

The fact that every store of this kind that starts in some communities fails until the growth of the community reaches a certain point indicates that this is actu-

ally the case. On the other hand, there is scarcely any community so small that it cannot support a quality store. The majority of the people in this country most certainly want good service and they want goods of quality.

Turning Deficits Into Profits.

Any store that gives this kind of service and maintains the quality of the goods that it sells has an excellent chance to succeed. As a case in point, take that of a store that had changed hands six times in twenty years. At no time had this store shown any real profit. Each owner had featured prices. Each had tried to sell goods cheap and to give bargains. Each had virtually failed. No man took more out of it than he put in.

Then this store came into the hands of the present owner. He began to pay attention to quality. He began to handle goods of higher quality than those handled in any other store. He began to cater to a different class of trade. As a matter of fact he began to cater to a class of trade that people said would never come to a store in that location.

The present owner when he bought the store had practically no money or credit. His first delivery system consisted of a small boy, a market basket and a little express wagon. He had to confine his deliveries to a short radius from the store.

Today he owns the buildings occupied by the store. He is occupying nearly double the floor space the store originally occupied. He has three motor delivery vehicles. He has a seven-passenger motor car he uses for pleasure.

People Want Better Service.

The main difference between the policy he has pursued and that pursued by those who owned the store before he bought it seven years ago is that he looks to the quality of the goods; he searches for the goods that he believes will please his customers rather than for those that he can sell at the lowest prices.

His policy has made it possible for him to accumulate quite a little money, while the policy of those who went before him seemed to have a great deal to do with their losing money. People really haven't wanted lower prices. What they have wanted is better service. They have wanted goods of a little better and a more uniform quality, and when the policy of the store was changed so that they could get it, they spent more money there.

The other meat market in this New England city feature prices. A number of them sell meat at a lower price than it is sold in this market. Yet the retailer mentioned keeps right on doing business. At his market people can count on the quality. They always know what they are getting and a great many people have learned that in the long run it actually costs less to trade there than at the other places where so much attention is given to price and price alone.

ROCHESTER, N. Y., NEWS NOTES.

Thos. H. Nash, secretary and treasurer of the Cleveland Provision Co., paid a flying business visit to Rochester last week. He found the Wiltshire lines moving fine.

James G. Comerford, Sr., president of the Fahy Market, is back from a lengthy sojourn on the New Jersey seashore, looking hale and hearty. Mr. Comerford states that the Sagamore apartment hotel on East Ave., the finest and most up-to-date apartment building in the world, and of which he also is president, will be ready for occupancy within a few weeks. Also, that the Rochester Meat Council, of which Mr. Comerford likewise is president, will resume its sessions forthwith.

H. Frank Schlegel, proprietor of Schleyer's Market, has astounded the world in general and Rochester in particular with a unique window display, consisting of his results of grafting tomato plants to the roots of fruit trees. Mr. Schlegel's display includes tomatoes of various colors, shapes and sizes, each resembling closely the fruit of the particular tree to which the plant has been grafted, such as apples, pears, peaches, plums, and even currants. Mr. Schlegel seems to have out-Burbanked Luther Burbank.

Albert F. Walker, accompanied by Mrs. Walker and a party of friends, achieved the unusual feat of speeding down to New York and back with two days of sightseeing at the metropolis, in Mr. Walker's new Lexington touring car, over the Labor Day holidays. The Walker party left Rochester Saturday night and arrived in New York Sunday morning, making the trip in 11½ hours. The return journey was made during Monday night in about the same time. And not as much as a puncture on the entire trip. The speedometer recorded 854 miles.

Fréd Porschet, the Front street sausage manufacturer, is preparing for a stationary engineer's license, having bought a Stanley steamer, which he expects to drive home from Boston shortly.

Max Russer is ahead just exactly fifty pounds of flour which he received absolutely free of charge in the form of first prize for being the homeliest man at the recent Knights of Columbus picnic.

Walter L. Webber, the hamburger steak king of Front street, sneaked away quietly and got married last week, to the amazement of his friends. Miss Marion Buckner is the courageous young lady in the romance. Honeymoon still on in the Adirondacks.

LOCAL AND PERSONAL.

A. D. Moomey has opened a meat market at Hastings, Nebr.

E. H. Kirian has opened a meat market at Van Buren, Ohio.

Matt Shafer, Jr., has opened a meat market at Norfolk, Nebr.

The Liberal meat market has opened for business at Luray, Kan.

S. V. Sensiba has purchased the meat market at Jordan, Mont.

G. A. Wilson has engaged in the meat business at Lincoln, Kan.

The Fay Market, Mackay, Idaho, was recently destroyed by fire.

M. Flytkjer will shortly open a meat market at Lidgerwood, N. D.

A. C. Neuser has purchased the Lyman meat market at Everett, Wash.

Hunter's market has been opened at 456 North Main street, Wichita, Kan.

J. E. Anderson has purchased the Sankey meat market at Sterling, Kan.

Christiansen & Smith have engaged in the meat business at Decatur, Nebr.

George Lundberg has purchased the White Meat Market at Northwood, Ia.

Duffy & Gleason will shortly engage in the meat business at Union City, Mich.

Guy White and Lloyd Downs have purchased a meat market at Presho, S. D.

B. M. Ellington will shortly open a meat market on Fulton street, Waupaca, Wis.

Harry Lowe has purchased the meat market of Frank Mehelich at Bovey, Minn.

A. T. Hanson and Gus Sandell have opened a meat market at Enderlin, N. D.

The meat market of M. E. Moore of Bradley, S. D., was recently destroyed by fire.

Steinmann & Flint's meat market at Yoakum, Tex., was recently destroyed by fire.

The meat market of David Holstein at Menominee, Wis., was recently destroyed by fire.

An addition is being added to the Abingdon Home Killed Meat Market at Abingdon, Ill.

Theo. and James Lane have purchased the City Meat Market at Three Forks, Montana.

C. T. Story has purchased the Home Meat Market at Halstead, Kan., for Henry D. Rupp.

Earl Birnbaum and G. Lynn have purchased the Widmayer meat market at Virginia, Ill.

James A. Coats has sold his meat market and grocery at Veedersburg, Ind., to C. Florey.

Ted White has purchased the meat and grocery business of Vern Straub at Marysville, Kan.

Robert Myers has reopened the Grant Street Market at 304 Grant street, Pittsburgh, Pa.

Scheu and Carlson have purchased the meat store of Joe O'Connell at Rice Lake, Wisconsin.

J. Lindgren & Son have purchased the meat market of Otto Brattkus at Everston, Washington.

Glenn Burgland has recently opened a meat market at 194 West Main street, Galesburg, Ill.

L. E. Ward has purchased the meat and grocery business of J. E. Marks & Son at Kennard, Neb.

Sam J. Copenhagen will shortly open a meat market at 100 Avenue B, West, Hutchinson, Kan.

The McCaughey Meat Co. has recently opened a market at the corner of 25th street and Broadway, Kansas City, Mo.

Herro & Chanas' meat and grocery store at 712 State street, Milwaukee, Wis., was damaged by fire recently to the extent of \$900.

F. J. Herberger will shortly open a new meat market to be known as The Palace, at the corner of 4th and West Yakima streets, Yakima, Wash.

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New York Section

Thomas E. Wilson, president of Wilson & Company, is in New York this week.

S. Grabenheimer, cattle buyer for Wilson & Company at Kansas City, is in New York.

A. R. Marquis, provision department, Swift & Company, Chicago, is a visitor to the city this week.

H. T. Tallman, manager of Swift & Company at Haverstraw, N. Y., died suddenly on Tuesday night.

E. G. Byrne, secretary to M. C. Brand, Morris & Company, is spending a vacation at Callicoon, N. Y.

J. W. Paton, of Vice-President L. H. Heyman's office, Morris & Company, Chicago, is visiting in New York.

W. C. Gregory, Norfolk, Va., and A. Q. Petersen, New Orleans, La., were recent visitors to the New York Produce Exchange.

F. L. Herath of the branch house accounting department, Chicago, office of the Cudahy Packing Company, is visiting the local branches this week.

R. C. Evans, district manager for Morris & Company, has returned from his vacation to Point Pleasant, N. J., feeling fine, full of pep and fish stories.

Arthur Burck, the popular son of Frank P. Burck, of Brooklyn, and in charge of the Prospect Park West store, is on an automobile trip to Atlantic Highlands and Atlantic City.

Prices realized on Swift & Company's sales of carcass beef in New York City for the week ending Sept. 2, 1922, on shipments sold out, ranged from 9.00 cents to 17.00 cents per pound, and averaged 14.49 cents per pound.

Geo. M. Worman, the well known broker in fertilizer materials and allied products, chemicals, etc., at 2 Rector street, New York, has become associated with the Berkshire Fertilizer Co., Bridgeport, Conn., and has discontinued his brokerage business. Mr. Worman is one of the best known and best liked men in the trade.

In its latest Bulletin Ye Olde New York Branch, United Master Butchers of America, states that according to Drs. Kestner and Knipping of the Physiological Institute of the Hamburg University, a meat diet produces more brain force and is better for brain workers than a vegetable diet. This conclusion was arrived at after long and exhaustive experiments with students who were fed on various items of food extending over a long period of time.

W. A. Callaway, general manager of the Jersey City plant of Armour & Company since 1916, has been transferred to Pittsburgh, Pa. Mr. Callaway came from Louisville, Ky., and successfully filled his position with dignity and diplomacy, illuminated by a genial personality. He leaves a number of friends in the plant who wish him much luck in this ascent in the climbing of the ladder of success. Harry Mills, who will succeed Mr. Callaway, joined the Armour organization in 1914, being located at South Brooklyn at that time and afterwards transferred to 54 Tenth avenue, New York City. His next promotion was to assistant superintendent to Mr. Van Pelt at 120 Broadway. Mr. Mills' promotion has been rapid and progressive and he received a hearty welcome when he arrived at the Jersey City plant to assume his new duties.

BRITISH MEAT IMPORT STATISTICS.

Imports of meat products into Great Britain last year were abnormally high, reaching an average of 128 per cent over the pre-war period. This was in part due to the decline in home supplies, which had not fully recovered since the war period. The imports of meat products for the first six months of 1922 were 114 per cent of pre-war consumption, showing a tendency to return to pre-war normal.

Importation of pork products, however, has increased, this year being 28 per cent higher than the pre-war period and considerably higher than last year. But there has been a marked decline in the imports of beef and mutton.

In edible fats England is still importing far more than normal in both lard and vegetable fats. However, there is a corresponding decrease in the imports of lard substitutes and margarine, these two products being largely manufactured in England, due to the enormous increase in its manufacturing capacity in recent years and the vegetable fats are largely imported for this purpose.

Imports of meat and dairy products and edible fats into the United Kingdom for the six months ending June, 1922, with comparisons, are as follows:

	Average 6 mos., 1910-14.	6 mos., 1921. Lbs.	6 mos., 1922. Lbs.	Per cent 1910-14 average.
Meat and meat products:				
Beef	1,467,190,752	722,934,016	542,025,456	116.02
Mutton	335,409,872	407,627,248	364,806,176	108.76
Pork	330,813,488	393,590,848	437,016,720	128.60
All other	58,565,290	14,036,624	23,089,136	39.47
Total	1,200,917,312	1,538,188,736	1,366,937,488	113.82
Dairy products:				
Butter	240,230,816	239,486,800	221,480,336	92.19
Cheese	97,916,000	139,708,464	139,786,416	142.76
Condensed milk—				
Sweetened	60,955,664	73,068,496	90,655,264	148.72
Unsweetened	2,333,296	22,040,144	9,382,912	40.21
Total	401,435,776	474,256,944	461,304,928	114.91
Eggs, great hundreds	8,976,980	4,340,321	5,787,524	64.47
Edible fats:				
Lard	97,314,896	128,237,760	129,192,000	132.75
Lard substitute	13,530,048	3,982,560	4,737,600	35.01
Margarine	71,091,440	53,986,128	47,287,744	66.51
Vegetable fats	342,132,112	624,676,416	641,503,184	187.50
Refined oleo oil	1	19,785,920	22,527,080	.....
Total	524,068,496	830,648,784	845,248,208	161.28

†Does not include lard, poultry, nor game. ‡Not stated separately.

EASTERN MEAT TRADE CONDITIONS.

Meat trade conditions for the week at New York, Philadelphia and Boston are reviewed by the United States Bureau of Markets as follows:

With a few exceptions prices on all classes of meat except veal were higher this week. A short week, due to the holiday on Monday, with cars arriving 24 to 48 hours late, made it necessary to keep stock moving, but the demand was of good volume.

Steer beef covered a wide range in quality with medium grade in greater supply. At Boston the quality was poorer than for a number of weeks, while at other eastern markets common steers were relatively scarce and firmer, due to a demand for cheaper price beef. New York had a fair supply of choice grades, a few selling up to \$19 per hundred lbs., with most sales of this grade at \$17.50 to \$18. Some Canadian steer beef was on sale at Boston, receipts of cows were light, good grades being scarce and higher, while other grades were steady to strong. Compared with a week ago, Boston is \$1 to \$2 lower on common steers, with better grades around \$1 higher. New York steady to \$2 higher and Philadelphia steady to \$1 higher. Cows are steady at Boston, 50c to \$2 higher at New York and steady to \$1 higher at Philadelphia, the demand for bulls slow. Boston closing steady to \$1 higher, New York 50c higher and Philadelphia steady. Koshier beef prices which advanced sharply up to Tuesday weakened and dropped \$1.50 to \$3 on Wednesday at New York, other markets ruling steady for the week.

Receipts of veal were fairly liberal, consisting largely of heavy veal and sides. The comparatively few light and medium weight kinds of good and choice grade sold readily at firm to higher prices at New York, while good veal at Philadelphia was affected by the slump in value of the poorer grade. Split veal sold at steady declining prices at New York and Philadelphia, while the market at Boston was weak. Compared with last Friday Boston is barely steady, New York firm to \$1 higher on choice, with other grades weak and \$2 lower and Philadelphia \$1 to \$2 lower.

Moderate receipts of lamb were about equal to the demand and prices showed little changes during the week, although some weakness developed towards the close with some sales around \$1 lower than early in the week. Fresh Canadian lambs were offered at prices in line with Western dressed. Compared with last Friday all markets are about steady.

Receipts of mutton were light, but demand was slow, particularly for heavy-weights, which constituted the bulk of



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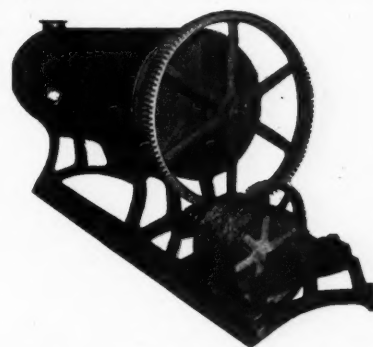
RENDERING TANKS

STOCK SIZES—5 ft. diam., 10 ft. long; 4 ft. diam., 8 ft. long;
3 ft. 6 in. diam., 6 ft. long.
SPECIAL SIZES BUILT TO REQUIREMENT

DRYERS

STOCK SIZES—No. 1, 5 ft. diam., 15 ft. long
No. 2, 4 ft. diam., 12 ft. long
No. 3, 3 ft. 6 in. diam., 10 ft. long
No. 4, 3 ft. diam., 7 ft. long

WE REPAIR ALL KINDS OF MACHINERY.
REPAIR PARTS IN STOCK



supply. Desirable weight of good grade sold readily at firm prices. Compared with one week ago, Boston is around \$1 lower, New York weak to \$1 lower and Philadelphia about steady.

Light and medium weight loins were scarce and prices had an unevenly higher tendency. Heavy loins were sold at uneven prices with a wide range. Receipts were light to moderate. Frozen loins were offered freely, but were in poor demand. Compared with a week ago, Boston is unevenly lower on heavy loins to \$1 higher on light loins, New York steady to \$3 higher, Philadelphia steady to \$2 higher.

Boston is closing firm on better grades of beef and about steady on other grades, barely steady on veal, steady on lamb, mutton and pork. A good cleanup will be made on all classes. New York is closing steady on beef, lamb and mutton, firm on good and choice veal, with other grades weak, and firm on pork loins. All classes will be cleaned up. Philadelphia is closing steady on lamb, mutton and pork, with beef and veal weak. Some veal will be carried over or frozen, other classes will be sold out.

FRANCE BARS FRESH PORK.

The French prohibition imposed upon the importation of fresh pork originating in North and South America by ministerial order of Feb. 19, 1902, but suspended during the war, has been put into force again, according to a cable dispatch received at the Department of Commerce from Consul General A. M. Thackara at Paris. It is stated that this order was made because of the danger of the introduction of trichina into France, a danger which is fanciful, but serves as a means of barring American products.

SWEDISH PORK IMPORT DECREE.

Importation of dry salted American pork into Sweden is affected in the same way as other imports of meat products and animal fats under the provisions contained in the act of September 30, 1921, according to a royal decree of June 21, 1922. These new Swedish import regulations were published in the issue of THE NATIONAL PROVISIONER for June 24, 1922.

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NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, good to prime	8.00@9.20
Cows, common to choice	1.25@5.50
Bulls, common to choice	4.25@5.75

LIVE CALVES.

Calves, veals, prime, per 100 lbs.	14.50@15.00
Calves, veals, common to medium	10.00@13.00
Calves, veals, culls, per 100 lbs.	8.00@ 9.50

LIVE SHEEP AND LAMBS.

Lambs, prime, 100 lbs.	14.25@14.50
Sheep, ewes, prime, 100 lbs.	6.25@ 6.50
Sheep, ewes, common to good, per 100 lbs	3.50@ 6.00
Sheep, wethers	6.50@ 7.50

LIVE HOGS.

Hogs, heavy	9 1/2 @10
Hogs, medium	10 1/4 @10 1/2
Hogs, 140 lbs.	10 1/4 @10 1/2
Pigs, under 70 lbs.	9 1/2 @10
Roughs	7 @ 7 1/2

DRESSED BEEF.

CITY DRESSED.

Choice, native, heavy	@18 1/2
Choice, native, light	@18
Native, common to fair	@17

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	17 @18
Native steers, 600@800 lbs.	16 @18 1/2
Native choice yearlings, 400@600 lbs.	17 1/2 @18
Western steers, 600@800 lbs.	13 @15
Texas steers, 400@600 lbs.	10 @12
Good to choice halfers	15 1/2 @16 1/2
Choice cows	@12
Common to fair cows	9 @11
Fresh bologna bulls	7 @ 7 1/2

BEEF CUTS.

	Western.	City.
No. 1 ribs	@22 23	@24
No. 2 ribs	@16	@22
No. 3 ribs	@12	20 @21
No. 1 loins	@28	29 @31
No. 2 loins	@20	27 @28
No. 3 loins	@13	25 @26
No. 1 hides and ribs	22 @23	23 @25
No. 2 hides and ribs	21 @22	22 @22 1/2
No. 3 hides and ribs	14 @16	20 @21 1/2
No. 1 rounds	@13	@6
No. 2 rounds	@11	@15
No. 3 rounds	@9	@14
No. 1 chucks	@12	@13
No. 2 chucks	@8	11 @12
No. 3 chucks	@5	@10
Bolognas	@6	7 1/2 @8 1/2
Rolls, reg., 6@8 lbs. avg.	22 @23	
Rolls, reg., 4@6 lbs. avg.	17 @18	
Tenderloins, 4@5 lbs. avg.	60 @70	
Tenderloins, 5@6 lbs. avg.	80 @90	
Shoulder clods	10 @11	

DRESSED CALVES.

Veals, city dressed, good to prime, per lb.	@30
Veals, country dressed, per lb.	22 @23
Western calves, choice	20 @21
Western calves, fair to good	16 @20
Grassers and buttermilks	11 @15

DRESSED HOGS.

Hogs, heavy	@15 1/2
Hogs, 180 lbs.	@15 1/2
Hogs, 160 lbs.	@16
Hogs, 140 lbs.	@16 1/2
Pigs, 80 lbs.	@16 1/2

DRESSED SHEEP AND LAMBS.

Lambs, choice, spring	27 @28
Lambs, poor to good	16 @26
Sheep, choice	14 @16
Sheep, medium to good	11 @14
Sheep, culls	7 @10

SMOKED MEATS.

Hams, 8@10 lbs. avg.	22 @23
Hams, 10 @ 12 lbs. avg.	22 @23
Hams, 12@14 lbs. avg.	22 @23
Picnics, 4@6 lbs. avg.	16 @17
Picnics, 6@8 avg., per lb.	15 1/2 @16
Rollettes, 6@8 avg., per lb.	18 1/2 @19
Beef tongue, light	35 @40
Beef tongue, heavy	43 @45
Bacon, boneless, Western	25 @26
Bacon, boneless, city	25 @26
Pickled bellies, 10@12 lbs. avg.	17 @18

FRESH PORK CUTS.

Fresh pork loins, Western, 10@12 lbs. avg.	@26
Frozen pork loins, 10@12 lbs. avg.	@23
Fresh pork tenderloins	48 @50
Frozen pork tenderloins	45 @48
Shoulders, city, 10@12 lbs. avg.	16 @17
Shoulders, Western, 10@12 lbs. avg.	16 @17
Butts, boneless, Western	22 @23
Butts, regular, Western	19 @20
Fresh hams, city, 8@10 lbs. avg.	23 @24
Fresh hams, Western, 10@12 lbs. avg.	22 @23
Fresh picnic hams, Western, 6@8 lbs. avg.	15 @16
Extra lean pork trimmings	@17
Regular pork trimmings 50% lean	@10
Fresh spare ribs	10 1/2 @12
Raw leaf lard	@14

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.	125.00@135.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.	100.00@110.00
Black hoofs, per ton	45.00@ 50.00
Stripped hoofs, per ton	45.00@ 50.00
White hoofs, per ton	80.00@ 90.00
Thigh bones, avg. 85 to 90 lbs., per 100 pcs.	110.00@125.00
Horns, avg. 7 1/2 oz. and over, No. 1s.	225.00@275.00
Horns, avg. 7 1/2 oz. and over, No. 2s.	175.00@200.00
Horns, avg. 7 1/2 oz. and over, No. 3s.	100.00@150.00

FANCY MEATS.

Fresh steer tongues, L.C., trm'd	@40c	a pound
Fresh steer tongues, untrimmed	@37	a pound
Calves, heads, scalded	@65c	a piece
Sweetbreads, veal	@75c	a pair
Sweetbreads, beef	@40c	a pound
Beef kidneys	@16c	a pound
Mutton kidneys	@6c	each
Livers, beef	@14c	a pound
Oxtails	@10c	a pound
Hearts, beef	@8	a pound
Beef hanging tenders	@13c	a pound
Lamb fries	@10c	a pair

BUTCHER'S FAT.

Ordinary shop fat	@3
Breast fat	@4
Edible suet	@5
Inedible suet	@4
Shop bones, per cwt.	20 @25

SPICES.

	Whole.	Ground.
Pepper, Sing., white	14	17
Pepper, Sing., black	10 1/4	13 1/4
Pepper, red	37	41
Allspice	5 1/2	8 1/2
Cinnamon	11 1/2	15 1/2
Coriander	13	16
Cloves	36	41
Ginger	12 1/2	15 1/2
Mace	51	56

CURING MATERIALS.

	Bbls.	Double bags.
In lots of less than 25 bbls.:		
Double refined saltpetre, gran.	6%	6%
Double refined saltpetre, small crystal.	7%	7%
Double refined nitrate soda, gran.	4%	4%
Double refined nitrate soda, crystals	5 1/2	5 1/2
In 25-bbl. lots:		
Double refined saltpetre, gran.	6%	6 1/2
Double refined saltpetre, small crystals.	7%	7 1/2
Double refined nitrate soda, gran.	4%	4 1/2
Double refined nitrate soda, crystals	5%	5 1/2
In carloads:		
Double refined nitrate of soda, gran.	4 1/2	4%
Double refined nitrate of soda, crystals.	5 1/2	5%

GREEN CALFSKINS.

	5-9	9 1/2-12 1/2	12 1/2-14	14-18	18 lbs.
lbs.	lbs.	lbs.	lbs.	up.	
Prime No. 1 veals	.21	2.40	2.80	3.15	3.65
Prime No. 2 veals	.19	2.20	2.55	2.90	3.40
Buttermilk No. 1	1.18	2.10	2.55	2.90	...
Buttermilk No. 2	1.16	1.90	2.35	2.70	...
Branded, grubby	1.14	1.65	1.85	2.05	2.25
No. 3					At value

DRESSED POULTRY.

FRESH KILLED.

Fowls—Fresh—dry packed, milk fed—12 to box.	
Western, 60 to 65 lbs. to dozen, lb.	28 @30
Western, 48 to 54 lbs. to dozen, lb.	28 @29
Western, 43 to 47 lbs. to dozen, lb.	26 @27
Western, 36 to 42 lbs. to dozen, lb.	24 @25
Western, 30 to 35 lbs. to dozen, lb.	22 @23
Western, under 30 lbs. to dozen, lb.	21 @22

Fowls—Fresh—dry packed, corn fed—12 to box.

Western, 60 to 65 lbs. to dozen, lb.	27 @28
Western, 48 to 54 lbs. to dozen, lb.	27 @28
Western, 43 to 47 lbs. to dozen, lb.	25 @26
Western, 36 to 42 lbs. to dozen, lb.	23 @24
Western, 30 to 35 lbs. to dozen, lb.	21 @22
Western, under 30 lbs. to dozen, lb.	20 @21

Fowls—Fresh—dry packed, corn fed—barrels.

Western, dry packed, 5 lbs. and over, lb.	27 @28
Western, dry packed, 4 1/2 lbs. each, lb.	27 @29
Western, dry packed, 3 1/2 lbs. each, lb.	24 @26
Western, dry packed, 3 lbs. and under, lb.	21 @22

Old Cocks—Fresh—dry packed—boxes or bbls.

Western, dry picked, boxes	16 @17
Western, scalded, barrels	15 @17

Ducks, Long Island

	@25
--	-----

Squabs—

White, 11 to 12 lbs. to doz., per doz.	\$7.50@8.25
White, 8 to 10 lbs. to doz., per doz.	5.25@7.00
Dark, per doz.	2.50@3.04

LIVE POULTRY.

Fowls, via express	26 @28
Broilers, colored, large, via express	27 @28
Old roosters	—
Ducks, via express	22 @24
Turkeys, via express	35 @35
Geese, via express	20 @22
Pigeons, per pair	35 @35
Guineas, per pair	70 @70

BUTTER.

Creamery (92 score)	@38 1/2
Creamery (higher scoring lots)	39 @39 1/2
Creamery, firsts	35 1/2 @37 1/2
Creamery, seconds	31 @32 1/2
Creamery, lower grades	30 @31 1/2

EGGS.

Fresh gathered, extras, per doz.	39 @41
Fresh gathered, extra firsts	36 @38
Fresh gathered, firsts	33 @35
Fresh gathered, checks, fair to choice, dry	21 @22
Fresh gathered, dirties, No. 1	23 @24

FERTILIZER MARKETS.

BASIS NEW YORK DELIVERY.

Bone meal, steamed, 3 and 50, per ton	33.00@35.00
Bone meal, raw, per ton	40.00@42.00
Dried blood, high grade	4.25@ 4.50
Nitrate of soda—spot	2.35@ 2.40
Bone black, discard, sugar house del., New York, per ton del'd N. Y., nom.	16.00@20.00
Ground tankage, N. Y., 9 to 12 per cent ammonia	4.30@ 4.50
Fish scrap, dried, 11 per cent ammonia and 15 per cent bone phosphate, delivered, Baltimore	3.90@ 4.00
Foreign fish guano, testing 13@14 per cent ammonia and about 10 per cent B. Phos. lime	@ 4.45
Wet, acidulated, 7 per cent ammonia per ton, f.o.b. factory (35c per unit available phos. acid)	2.75 and .50
Sulphate ammonia, for shipment, per 100 lbs. guar., 25 per cent in bags, f.o.b. works	3.30@ 3.40
Muriate of potash, 80-85%, per unit K ₂ O	.85@ .70
Sulphate of potash, 90-95%, per unit K ₂ O	@ .90

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, for the week of August 26 to September 1, 1922:

	26.	28.	30.	31.	Sept. 1.
Chicago	34 1/2	35	35 1/2	36 1/2	37
New York	36 1/2	37	37 1/2	38	38 1/2
Boston	37	37 1/2	37 1/2	38	38 1/2
Phila.	37 1/2	38	38	38 1/2	39

Wholesale prices of carlots, fresh centralized butter, 90 score, at Chicago:

	26.	28.	30.	31.	Sept. 1.
Chicago	34 1/2	34 1/2	34 1/2	34 1/2	35
New York	39.333	62.704	64.084	2,416,588	1,936,112
Boston	14,150	23,238	20,473	884,586	735,237
Phila.	8,057	10,957	11,469	634,190	538,154

Receipts of butter by cities, tubs:

	This week.	Last week.	Last year.	Since Jan. 1, 1921.
Chicago	39,994	36,883	37,369	2,100,240
New York	65,894	85,947	17,940,880	14,850,166
Boston	42,292	80,081	13,217,586	11,775,354
Phila.	9,780	85,062	3,945,385	3,621,745
Total	101,534	123,792	133,395	6,044,894

Cold storage movement, lbs.:

	Into storage.	Out of storage.	On hand Sept. 1, 1921.	Cor. day of week, 1921.
Chicago	243,182	161,898	28,140,673	26,739,829
New York	65,894	85,947	17,940,880	14,850,166
Boston	42,292	80,081	13,217,586	11,775,354
Phila.	9,780	85,062	3,945,385	3,621,745
Total	361,148	434,788	63,264,524	56,987,094

